

# GRAIN DEALERS' JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers.

Vol. XX. No. 10.

CHICAGO, ILL., MAY 25, 1908.

TEN CENTS PER COPY  
PRICE \$1.50 PER YEAR

**AUGUST FERGER & CO.**  
**COMMISSION**  
**GRAIN - HAY - MILLFEED**  
CORRESPONDENCE SOLICITED  
18 E. 4th Street, CINCINNATI, O.

**Babcock & Hopkins**  
Shippers of  
**CORN RYE**  
**OATS** White and Mixed  
Clipped and Natural  
Rensselaer, Ind.

**R. S. McCAGUE**

Buyer and Receiver of  
**Corn Hay**  
**Oats** 202-204 Grain  
Exchange Building  
If you wish our card  
bids write for them  
**PITTSBURG, PA.**

Established 1875  
**P. B. & C. C. MILES**  
Grain Commission Merchants  
Rooms 36 and 37 Chamber of Commerce  
PEORIA, ILL.  
Consignments Have Personal Attention.

ESTABLISHED 1880 JAMES E. BENNETT  
**Thos. Bennett & Co.**  
**Grain Commission**  
CONSIGNMENTS AND FUTURE  
ORDERS SOLICITED  
CHICAGO

**Tyng, Hall & Co.**  
GRAIN  
COMMISSION  
Correspondence Solicited. Peoria, Ill.

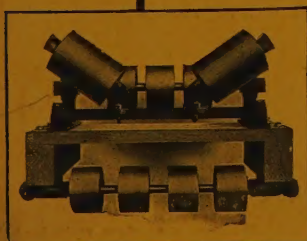
CLARK FAGG A. K. TAYLOR  
**FAGG & TAYLOR**  
Grain Merchants  
**BARLEY** MILWAUKEE

Established 1883  
**PITT BROS. & CO.**  
**GRAIN**  
305-307-309 Chamber of Commerce  
BALTIMORE, MD.

**ATS**  
**Wheat Corn Rye**  
**J. A. Manger & Co.**  
16-218 Chamber of Commerce  
BALTIMORE MARYLAND

E. Gerstenberg A. Gerstenberg  
**GERSTENBERG & CO.**  
COMMISSION MERCHANTS  
CHICAGO  
SEEDS  
WHEAT, OATS, CORN  
**BARLEY**  
A SPECIALTY

**DUDLEY M. IRWIN**  
**BARLEY**  
1117 Chamber of Commerce Bldg., Buffalo, N. Y.



## Improved Belt Conveyor

for carrying all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory; nothing to get out of order. We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. We are headquarters for supplies.

**H. W. Caldwell & Son Co.** Western Ave. Chicago  
17th-18th St.  
New York City, Fulton Bldg., Hudson Terminal, 50 Church St.



# Directory of the Grain Trade

\*Member, Grain Dealers National Association.

## ACTON, IND.

Rouse Co., F. A., hay, corn, oats.

## ATCHISON, KANS.

Balcon, G. E., grain, cash or future.  
Blair Mfg. Co., sellers of feed from grain products.  
Corn Belt Grain Co., revrs. and shippers of grain.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## BALTIMORE, MD.

Blackburn & Co., C. P., grain receivers, exporters.\*  
Clark & Sons, Thos. S., grain receivers.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and expts.\*  
Hammond, Snyder & Co., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Hoppe, William, Grain & Hay Co., grain.\*  
Johnston Co., Thos., grain receivers.\*  
Klwan Bros. Grain Co., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Muller Co., Louis, receivers and exporters.\*  
Pitt Bros. & Co., receivers and exporters.\*  
Richards, R. F., grain commission.  
Robinson & Jackson, grain receivers.\*  
Scarlett & Co., Wm. G., dealers in field seeds.  
Sinton Bros. & Co., grain, seeds, hay.

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BINGHAMTON, N. Y.

Empire Grain & Eltr. Co., grain, feed shippers.

## BLOOMINGTON, ILL.

Baldwin-Walker-Tankersley Co., brokers, car lots.

## BOSTON MASS.

Ranlet Co., The D. W., grain and millfeed.  
Soper & Co., J. E., wheat, corn, oats.

## BROOKLYN, N. Y.

Brooklyn Elevator and Mfg. Co., grain and feed.

## BUFFALO, N. Y.

Alder & Stoffer, grain commission.  
Anderson & Co., H. G., grain and feed merchants.  
Buffalo Cereal Co., grain.\*  
Burns-Yantis Grain Co., grain commission.\*  
Churchill Grain & Seed Co., buyers, shippers.\*  
Electric Grain Elevator Co., grain buyers.\*  
Gallagher, Wm. B., salvage grain.  
Gisel & Co., Geo. H., grain, millfeed.  
Globe Elevator Co., grain commission.  
Heathfield, W. G., trixly commission.  
Irwin, Dudley M., barley.\*  
Oneonta Milling Co., jobbers of mill feed.  
Pratt & Co., grain commission.  
Rabbin Bros., grain receivers and shippers.\*  
Strickland, J. O., grain commission.  
Townsend-Ward Co., grain commission.  
Waters, Henry D., grain commission.

## CAIRO, ILL.

Cairo Milling Co., buyers of wheat.  
Cunningham, Chas., grain receiver and shipper.  
Halliday Milling Co., H. L., grain.\*  
Hastings Co., Samuel, grain.  
Howe & Bro., C. M., grain and hay.  
Pink & Co., grain receivers and shippers.  
Redman, Mages & Co., grain and hay.  
Thistlewood & Co., grain and hay.

## CHATTANOOGA, TENN.

Baird Co., C. R., grain, hay and cow peas.  
Cook & Ballard, brokers.  
Shelton Grain & Feed Co., grain, hay, feed.  
Thomason, W. T., corn, wheat, oats, cowpeas.  
Walker Grain Co., S., grain and hay.

## CHICAGO, ILL.

Anderson & Co., W. P., grain commission.\*  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bennett & Co., Thos., receivers, shippers.\*  
Bogert, Malby & Co., commission merchants.\*  
Conditine & Co., J. J., hay, grain, seeds.  
Cooke, M. E., grain commission merchants.  
Crighton & Co., grain commission.\*  
Dickinson Co., The Albert, seeds.  
Dole & Co., J. H., grain and seeds.\*  
Doyle Bros., hay and grain.  
Elmore, E. W., grain buyer, shipper.  
Erwin & Co., W. C., grain buyers and shippers.\*  
Finney, Sam., commission.\*  
Fraser Co., W. A., grain commission.\*  
Freeman Bros., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Hately Bros., grain and provisions.  
Hooper Grain Co., receivers, shippers.\*  
Hunter, W. W., O., grain and feed.\*  
Lake & Co., W. H., commission receivers.  
Lamson Bros. & Co., consignments solicited.\*  
Lynch & McKee Co., grain commission.  
McKenna & Rodgers, grain and commission.  
Merchants Grain Co., grain commission.\*  
Merritt & Co., W. H., grain, seeds.\*  
Northern Grain Co., grain commission merchants.  
Norris & Company, grain merchants.  
Paynter, H. M., grain commission.\*

## CHICAGO—Continued.

Peavy Grain Co., receivers, shippers.\*  
Perrine & Co., W. H., grain and commission.  
Pringle, Fitch & Co., W. K. Mitchell, Mgr.\*  
Rang & Son, Henry, barley specialists.  
Requa Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.\*  
Rogers Grain Co., buyers and shippers.\*  
Rosenbaum Bros., receivers, shippers.\*  
Rumsey & Company, grain commission.  
Sawers, A. B., grain commission.\*  
Schiffman & Co., P. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
Somers, Jones & Co., grain and field seeds.  
Stucere & Co., Chas. N. Y. stocks, Chicago grain.  
Thayer & Co., Clarence H., commission.\*  
Wagner, E. W., receiver and shipper.\*  
Walters Bros., grain, hay, seeds.  
Ware & Leland, grain, seeds.\*  
Wetmore & Co., H. D., grain buyers.  
Winans, F. E., grain and seeds.\*  
Wright & Co., John F., grain commission.  
Young & Co., grain commission.\*

## CINCINNATI, O.

Allen & Munson, grain, hay, flour.  
Austin & Co., N. W., grain and hay.\*  
Brown & Co., H. W., grain and hay.\*  
Brown & Co., W. L., receivers and shippers.  
Early & Daniel Co., grain and hay.\*  
Ellis & Fleming, grain and hay.\*  
Farger & Co., August, grain, hay, millfeed.  
Interstate Grain Co., receivers and shippers.\*  
Maguire & Co., commission, grain and hay.  
Standard Hay & Grain Co., grain commission.\*  
Union Grain & Hay Co., grain and hay.\*

## CLEVELAND, O.

Abel Bros., hay and grain.  
Bailey, E. I., grain and mill feed.\*  
Bennett, Walter A., grain, hay, mill feed.  
Cleveland Grain Co., The, receivers and shippers.\*  
Schmidt, H., grain, hay, straw.  
Sheets Bros. Eltr. Co., The, grain, hay, straw.  
Star Eltr. Co., receivers grain, hay, straw.  
Strauss & Co., H. M., grain, seeds, hay.  
Union Elevator Co., grain, hay, straw.\*  
Williams Grain Co., The Edward A., revrs. shprs

## COLUMBIA CITY, IND.

Kraus & Apfelbaum, grain and seeds.

## COLUMBUS, O.

McCord & Kelley, grain and hay.\*  
Scott & Woodrow, grain and hay.\*  
Seeds Grain & Hay Co., grain and hay.\*

## CRAWFORDSVILLE, IND.

Crabbe-Reynolds-Taylor Co., grain, seeds.\*

## DAVENPORT, IOWA.

Rothschild Grain Co., D., grain merchants.\*

## DECATUR ILL.

Baldwin & Co., H. I., grain dealers.\*  
Dumont, Roberts & Co., grain.

## DENVER, COLO.

Ady & Crowe Mercantile Co., grain, hay.\*  
Colorado-Nebraska Grain & Hay Co., grain and hay.

## DETROIT, MICH.

Carson, Craig & Co., commission merchants.  
Caughey & Carran, grain and seed dealers.  
Dumont, Roberts & Co., receivers, shippers.  
Lapham & Co., J. S., rev'ers and shippers of grain

## DULUTH, MINN.

Rich, J. S., dealer in grain, flour, millstuffs.  
Turle & Co., grain commission.

## FAIRBURY, ILL.

Keller, Emil, grain broker and track buyer.

## FORT WORTH, TEXAS.

Kolp, E. R. & D. C., millers, grain, seed dealers.

## GALVESTON, TEX.

Fordtran, J. S., grain commission merchant.  
Jockusch, Davison & Co., grain, hay exporters.  
Wisorot Grain Co., wholesale grain eltr. facilities.

## GREENVILLE, O.

Grabbe Grain Co., E. A., track buyers.\*

## HARRISBURG PA.

Harrisburg Feed & Grain Co., grain, feed, hay.\*

## HOUSTON, TEX.

Ervine & Co., J. E., grain, hay receivers.  
South Texas Grain Co., wholesale grain dealers.  
Van Wageningen, W. D., wholesale grain.

## INDIANAPOLIS, IND.

Bassett Grain Co., The, grain and commission.\*  
Bradford-Files-Thomson Co., grain, hay, feed.  
Cooper & Oddy, grain and hay commission.\*  
Finch & McComb, grain commission.\*  
Jordan & Montgomery, grain and commission.  
Kinney, H. E., receiver and shipper.\*  
Riley & Co., W. J., grain and feed.  
Star Elevator Co., grain and hay commission.  
White Bros. Grain Co., grain and commission.

## JACKSON, MICH.

McLaughlin, Ward & Co., grain and seeds.

## JACKSONVILLE, FLA.

Browder & Haym, brokers, grain, hay.  
Southgate & Co., T. S., grain and hay.

## KANSAS CITY, MO.

Adams Grain Co., Geo. A., commission.\*  
Beach-Keever Grain Co., grain receivers.  
Bragg, E. O., grain commission merchant.  
Davis & Co., A. C., grain commission.  
Ernst-Lavis Grain Co., commission.\*  
Fowler Commission Co., receivers and shippers.  
Goffe & Carkner, receivers and shippers of grain.\*  
Hinds & Lint Grain Co., receivers, shippers.\*  
Palson-Lathrop Grain Co., commission merchants.  
Roehen-Carey Grain Co., grain, flour, millfeed.  
Snodgrass, Steele & Co., grain and seeds.  
Thresher Fuller Grain Co., grain commission.  
Tomlin Grain Co., J. R., kshfr corn.  
Vanderlee-Lyns Co., grain commission.  
Waldran & Evans, receivers and shippers.

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.\*

## KNOXVILLE, TENN.

Prosser, Brown, broker.  
East Tenn. Feed Co., revrs, shprs, hay, grn, feed.

## LA FAYETTE IND.

Heinmiller, F. G., grain shipper.

## LEXINGTON, KY.

Brent, Inc., C. S., grain and seeds.  
Frost, David C., grain, seeds and hay.

## LOUISVILLE, KY.

Bingham-Hewitt Grain Co., revrs. & shprs. grain.\*  
Brandela & Son, A., receivers and shippers.\*  
Callahan & Sons, grain receivers and shippers.\*  
Farmer & Sons, Oscar, hay and grain.  
Schuff & Co., A. G., grain and hay.\*  
Thomson & Co., W., grain receiver.  
Verhoff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.

## LYNCHBURG, VA.

Peters, McHenry, grain and hay broker.

## MEMPHIS, TENN.

Buchanan & Co., R. B., grain, hay, feed.  
Clark, Burke & Co., grain and hay commission.  
Davis & Andrews Co., grain dealers.\*  
Edgar Grain Co., H. B., receivers and shippers.\*  
Hasenwinkle Co., J. J., grain and hay.  
Jones & Rogers, grain dealers.\*  
McLaughlin Coal & Grain Co., grain and hay.  
Pease & Dwyer Co., receivers and shippers.\*  
Wade & Sons, John, grain and hay commission.  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., broker grain and millfeed.

## MILWAUKEE, WIS.

Armstrong Co., W. J., hay dealers.  
Bell & Co., W. M., grain and seeds.  
Bartlett & Son Co., L., grain commission.\*  
Fagg & Taylor, grain merchants.  
Hottelst & Co., barley, grain and feed.  
Kamm & Co., P. C., barley and rye.\*  
Lawrence Grain Co., brokers, grain, feed.  
Wisbeck & Co., Henry, grain revrs. and shippers.

## MINNEAPOLIS, MINN.

Brown & Co., E. A., commission.  
Cargill Commission Co., grain commission.  
Cooper Commission Co., receivers-shippers.  
Marfield, Teasre & Noyes, grain commission.\*  
Van Dusen-Harrington Co., commission.\*  
Welch Co., E. L., grain commission.  
Wis-Northern Grain Co., receivers and shippers.

## MONTGOMERY, ALA.

United Selling Co., Inc., wholesale brokers.\*

## NASHVILLE, TENN.

Harsh & Co., Alex. C., receivers and shippers.  
Hughes Warehouse & Eltr. Co., grain.  
Kendrick-Roan Grain Co., receivers, shippers.  
McLemore Grain Co., grain.\*  
Miller & Co., grain commission.  
Wilkes & Co., J. H., grain, revrs. shprs, grain, hay.\*



## Directory of the Grain Trade

Member Grain Dealers National Association.

### NEWARK N. J.

Champlin & Co., F. A., grain and hay.  
Dev. Leslie O., grain receiver.  
Drake, H., grain receiver.  
Edwards & Co., P. J., grain, hay, flour.  
Smith & Wallace Co., J. C., Recvrs., Shippers.

### NEW ORLEANS, LA.

Barr, R. J., export grain broker, forwarding agt.  
Benedict Commission Co., Ltd., hay commission.  
Leonhardt & Co., A. F., grain and hay.\*

### NEW YORK CITY.

Bradshaw Co., pop-corn and cereals.  
Forbell & Kipp, grain commission.\*  
Jones & Morey Co., grain brokers.\*  
Kensch, Otto, off grade grain, grain brokers.\*  
Morris & Co., Chas. B., grain, feed, hay.  
Ramey, Charles C., grain, hay, feed.\*  
Reinhardt & Co., Geo. N., grain and hay.  
Rubins Bros., damaged corn wanted.\*

### NORFOLK, VA.

Powers, L. W., corn, oats, hay, feed broker.

### OKLAHOMA CITY, OKLA.

Clark Grn. Co., H. C., grain commission.  
Kolp, B. R. & D. C., millers, grain, seed dealers.

### OMAHA, NEB.

Bewaher Co., The, grain receivers.  
Cavers Elevator Co., receivers and shippers.  
Huntley, E. E., grain commission.  
Lyons & Son, Geo. H., receivers and shippers.  
Thompson Grain Co., grain dealers.  
Transmissippi Grain Co., receivers and shippers.  
Udlike Grain Co., grain dealers.  
Weeke Grain & L. S. Co., commission merchants.

### PEORIA, ILL.

Feltman, C. H., grain commission.  
Grier & Co., T. A., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Mills Bros., grain commission.  
Northwestern Elevator & Grain Co., grain comm.  
Roberts, Moschel & Mosman, grain commission.\*  
Tyng, Hall & Co., grain commission.\*  
Van Tassel Grain Co., receivers, shippers.\*

### PHILADELPHIA, PA.

Baringer, M. F., grain and mill feed.\*  
Cleveland, S. J., buyer and commission.  
Delp & Co., Edmund E., grain receivers.\*  
Dunwoody Co., Est., flour, grain, feed.\*

### PHILADELPHIA, PA.—Continued.

Miller & Sons, L. F., grain, seeds, hay.\*  
Pulits & Co., J. B., grain and feed.  
Richardson Bros., grain, flour, mill feeds.  
Rogers & Co., E. L., grain, hay.\*  
Stiles, A. Judson, grain and mill feed.  
Walton Bros., grain and feed.\*  
Warner, George M., grain and feed.  
Warr & Canby, grain, flour, feed.  
Woolman & Co., S. G., receivers and shippers.\*

### PIQUA, OHIO.

Kress, Harry W., track buyer grain, hay straw.\*

### PITTSBURG, PA.

Elwood & Co., R. D., hay and grain.  
Foster, C. A., grain, hay, feed.\*  
Geldel & Dickson, grain and hay.  
Graham & Son, Jas., grain, hay, mill feed.  
Herb Bros., & Martin, grain, hay, feed.  
McCaffrey's Sons Co., Daniel, grain, hay.\*  
McCague, R. S., grain, hay.\*  
Morgan & Co., H. G., ear corn and hay.\*  
Morton Grain & Hay Co., grain, hay, feed.

### PORTLAND ME.

Merrill, Edward P., grain broker.

### RENSSELAER, IND.

Babcock & Hopkins, grain shippers.

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, seeds.\*  
Bragg, W. G., wholesale broker, grain, hay, feed  
Fairbank & Co., S. G., grain, hay, seeds.

### SIDNEY, OHIO.

Wells & Co., J. E., track buyers, grain, seeds.

### SAVANNAH, GA.

Browder & Haym, brokers, grain, hay.

### ST. JOSEPH, MO.

Elwood Grain Co., grain merchants.  
Frederick Grain Co., J. L., revrs. shprs. grain hay  
Gordon, T. P., grain dealer and broker.\*

### ST. LOUIS, MO.

Byrne & Co., Daniel P., grain, hay, seeds.\*  
Connor Bros. & Co., grain commission.\*  
Eaton, McClellan & Co., grain commission.\*  
Goffe & Carkever Co., grain commission.  
Green Com. Co., W. L., grain.\*  
Langenberg Bros. & Co., grain, seeds, hay.\*  
Mullally Com. Co., John, grain, hay, seeds.\*  
Nanson Commission Co., grain commission.\*  
Parker & Beardsley, grain and grass seed.\*  
Seale Brothers Grain Co., grain.  
Sherry-Bacon Grain Co., grain commission.

### SPRINGFIELD, ILL.

Brainerd & Wiggins, grain dealers.

### TERRE HAUTE, IND.

Bartlett, Kuhn & Co., receivers and shippers.\*

### TOLEDO, O.

Barnes Grain & Commn. Co., grain, seeds, hay.  
Coon Grain Co., The, J. J., grain and seeds.\*  
Cuddeback Grain Co., grain commission.\*  
DeVore & Co., H. W., grain, seeds, mill feed.\*  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
McCabe & Co., G. B., grain and seeds.  
Merrell Co., The, seeds only.  
Morehouse & Co., W. H., grain and seeds.  
National Milling Co., cash buyers wheat.\*  
Paddock-Hodge Co., The, grain, seeds.  
Reynolds Bros., grain and seeds.\*  
Rundell & Co., W. A., grain, seeds.\*  
Southworth & Co., grain commission.  
The Toledo Field Seed Co., clover, timothy.  
The Toledo Salvage Co., salvage grain.  
Wickenhiser & Co., John, grain, mill feed.  
Zahn & Co., J. F., grain, seeds.\*

### TOPEKA, KAN.

Bennett Com. Co., Kansas wheat and corn.  
Gall, J. E., strictly commission business.  
Jolley & Blanchard, grain merchants.

### WEST CHESTER, PA.

King, Jas. L., shipper grain and feed.\*

### WICHITA, KANS.

Gaunt Grain Co., The C. B., grain, seeds.  
Kolp, E. R. & D. C., millers, grain, seed dealers.  
Norris & Company, grain merchants.  
Thompson, H. C., alfalfa meal.  
Tri State Grain Co., grain, seeds, feed.

### WINNIPEG CAN.

Norris & Company, grain merchants.

## TOLEDO PRODUCE EXCHANGE MEMBERS

### W. A. RUNDELL & CO.

GRAIN AND SEED MERCHANTS

We buy, delivered Toledo or f. o. b. your station. Personal attention to consignments and trades in "futures."

TOLEDO, OHIO

### National Milling Co.

TOLEDO, OHIO

DAILY FLOUR CAPACITY 4,000 BBLS.  
ELEVATOR CAPACITY 1,500,000 BU.

Always in the market for milling wheat;  
ask for our daily bids.

### G. A. KING & CO.

THE GOLDEN RULE  
GRAIN AND CLOVER SEED DEALERS  
TOLEDO, O.

Be Friendly, Write Occasionally

### S. C. Reynolds C. L. Reynolds F. J. Reynolds

REYNOLDS BROS.  
GRAIN AND SEEDS

24, 25 and 6 Produce Exchange  
TOLEDO, OHIO

Offer us your Grain and Seed: Consign it, or  
ask for bids.

### JOHN WICKENHISER & CO.

Buyers and Shippers of GRAIN

We buy F. O. B. your station for direct  
shipment to interior points.

Personal attention to consignments.

Toledo, Ohio

### W. H. MOREHOUSE & CO.

GRAIN AND SEED  
COMMISSION MERCHANTS

Clover, Alsylke, Timothy, Hungarian,  
Redtop, Blue Grass, Seed Corn, Etc.

321 to 329 Erie St., Toledo, Ohio

W. W. CUMMINGS  
Pres.

C. O. WESSENDORF  
Sec'y and Treas.

### THE J. J. COON GRAIN CO.

Grain, Seeds and Feed

Cash or Futures  
Consignments Solicited

61 Produce Exchange TOLEDO, OHIO

### THE CUDEBACK GRAIN CO.

WE BUY TRACK ELEVATOR FOR  
DIRECT SHIPMENT TO INTERIOR  
AND EASTERN MARKETS

32 Produce Exchange, TOLEDO, OHIO

### The Toledo Salvage Co.

Buyers of

OFF GRADES and  
SALVAGE GRAIN

Toledo, - - - Ohio

### Do You Want

The grain trade news? Then sub-  
scribe for the GRAIN DEALERS  
JOURNAL. Twice each month for  
\$1.50 per year.

## ZAHM

Established 1879

J. F.  
ZAHM & CO.  
FRED MAYER FRED W. JAEGER

GRAIN AND SEEDS

CASH AND FUTURES

TOLEDO, - - - OHIO



## BALTIMORE CHAMBER OF COMMERCE MEMBERS

**The William Hopps**  
**Grain and Hay Co.**  
 Buyers, Receivers & Shippers  
 Advances made on consignments.  
 Hay and Ear Corn Wanted.  
 524-26 East Monument Street  
 Baltimore : Maryland

**GRAIN  
 HAY  
 AND  
 FEED  
 STUFFS**

Established 1832.  
**G. A. HAX & CO.**  
 COMMISSION  
 Grain, Hay and Seeds  
 445 North Street, Baltimore, Md.

**CHAS. ENGLAND & CO.**  
 Commission Merchants  
**GRAIN - HAY - SEEDS**  
 308-310 Chamber of Commerce, BALTIMORE

**THOS. JOHNSTON CO.**  
**GRAIN**

Receivers and Shippers  
 Consignments Solicited  
 204 Marine Bank Bldg., BALTIMORE, MD.

Louis Müller, Pres. John M. Dennis, Vice-Pres.  
 Ferdinand A. Meyer, Treas.  
 Thos. C. Craft, Jr., Asst. Treas.  
**LOUIS MÜLLER COMPANY**  
 Grain Receivers and Exporters  
 Correspondence and Consignments  
 Respectfully Solicited  
 BALTIMORE, MARYLAND

**JOHN T. FAHEY & CO.**  
 Grain Receivers and Exporters  
 We are in the market every day  
 Correspondence Solicited  
**BALTIMORE, :: :: MD.**

**Sinton Bros. & Company**

Commission Merchants  
**GRAIN HAY SEEDS**  
 504 Chamber of Commerce, BALTIMORE

**YOU KNOW**

you want to do business  
 with the grain shippers.  
 Tell them so. The Grain  
 Dealers Journal reaches them

**E. F. RICHARDS**  
 Off Grade Grain a Specialty.  
**GRAIN COMMISSION**  
 Send me your consignments.  
 506 Chamber of Commerce, BALTIMORE, MD.

## KANSAS CITY BOARD OF TRADE MEMBERS.

**Geo. A. Adams Grain Co.**  
 Good Milling Wheat  
 Our Specialty  
 Orders Executed in Futures on all Exchanges  
 Board of Trade, Kansas City, Mo.

**CONSIGNMENTS and  
 FUTURE ORDERS**  
 solicited. Our salesmen are men of experience  
 and good judges of grain, hence any business  
 entrusted to us will have the best of care.  
**Snodgrass, Steele & Co., Kansas City**

May H. Beach. Robinson's Cipher. M.L. KEEVER  
**BEACH-KEEVER**  
**GRAIN CO.**  
 Try us with consignments of grain.  
 We also handle options.  
 344 Board of Trade, Kansas City, Mo.

**Vanderslice-Lynds Company**  
**GRAIN**  
**COMMISSION MERCHANTS**  
 KANSAS CITY, MO.

**E. O. BRAGG**  
**GRAIN COMMISSION MERCHANT**  
 Have had years of experience in selling grain,  
 know how to get top prices. Your interests  
 guarded at every turn. Try me on your next  
 shipment.  
 Exchange Building, Kansas City, Mo.

**Your Grain.**

Ship it to us and thus realize  
 top prices and prompt returns.  
 We are equipped to fill orders  
 for futures, promptly, too, in  
 either Chicago, Kansas City  
 or St. Louis markets.

**PEIRSON-LATHROP GRAIN CO.**  
 Kansas City

Handle  
 Consignments Mill Orders Option Trades  
 Kaffir Corn

**WALDRON GRAIN CO.**  
 Commission Merchants  
 Years of experience enables us to give compe-  
 tent service in the filling of all orders.  
 Board of Trade, Kansas City, Mo.

**ERNST-DAVIS GRAIN CO.**  
 KANSAS CITY, MO.  
 Members Kansas City Board of Trade,  
 Chicago Board of Trade and St. Louis Mer-  
 chants Exchange.

**Advertising**

Must first attract, then interest,  
 and finally convince. Keep  
 advertising and the country  
 shipper will give you the  
 preference.

R. J. THRESHER, Pres. L. A. FULLER, Secy  
**Thresher Fuller Grain Co.**  
 Grain Commission Merchants  
 Consignments Solicited  
 Grain Bought and Sold for Future Delivery  
 310-311 Board of Trade, KANSAS CITY, MO.

**A.C. DAVIS & CO.**  
 Grain Commission  
 Mill orders a specialty  
 Consignments and Future Orders Solicited  
**KANSAS CITY, U. S. A.**

**Robinson's Cipher Code**

(REVISED)  
 Bound in leather. gilt edges. \$2.00  
 Your name in gilt letters on front cover  
 25 cents extra.  
**GRAIN DEALERS JOURNAL**  
 255 La Salle Street CHICAGO

**Wheat Tables**

On Cards  
 Clark's Wheat Tables for reducing wagon load weights  
 to bushels reduce any number of pounds up to 4,000 to  
 bushels of 60 pounds each.  
 In addition to the regular reduction table; 4 dockage  
 tables showing the dockage of any quantity up to 4,000  
 lbs., at 1, 2, 3 and 5 lb. dockage are given. Also a table for reducing any quantity of flaxseed,  
 rye or shelled corn up to 4,000 lbs. to bushels of 56 lbs.  
 Printed in two colors on heavy bristol board with eyelet to hang beside scale beam. These  
 six tables will be sent, prepaid, for 50 cents.  
**GRAIN DEALERS CO., 255 La Salle Street, Chicago, Ill.**



## BUFFALO CORN EXCHANGE MEMBERS.

W. W. Alder

T. J. Stofor

### ALDER & STOFER

#### Commission Merchants

We do not buy any grain, but handle on commission and solicit your Buffalo consignments

833 Chamber of Commerce

BUFFALO

NEW YORK

### HENRY D. WATERS GRAIN COMMISSION MERCHANT

CONSIGNMENTS SOLICITED

54 Board of Trade, BUFFALO, N. Y.

### CONSIGN

YOUR GRAIN TO

The Churchill Grain & Seed Company

BUFFALO N. Y.

### We are in the Market for Green Pea Screenings

in sacks, delivered at Buffalo in less than carloads. Send Sample and price.

Buffalo Cereal Co.,

Buffalo, N. Y.

### Remember

When making consignments to Buffalo, that I do a

Strictly Commission Business

W. G. HEATHFIELD

Member of  
Corn Exchange

BUFFALO, N. Y.

### PRATT & CO.

#### Grain Commission Merchants

Correspondence Solicited.

76 and 77 Board of Trade

BUFFALO, N. Y.

The rapid growth of our business is good evidence of the satisfactory results produced for our shippers.

Let us have a trial shipment.

THE TOWNSEND-WARD CO., Grain Commission

Chamber of Commerce, Buffalo, N. Y.

### GLOBE ELEVATOR COMPANY GRAIN AND COMMISSION

Correspondence Solicited.

203-16 Chamber of Commerce

BUFFALO, N. Y.

### RUBINS BROS. Grain and Commission Merchants

218 & 222 Chamber of Commerce  
BUFFALO, N. Y.

O. A. BRUSO, Manager

Members of all the principal Exchanges.  
Consignments solicited.

New York Office

305 Produce Exchange

### I BUY AND SELL

Salvage Grain, Screenings and  
Off Grades of Grain and Feed

### WM. B. GALLAGHER

72 Pearl Street, BUFFALO, N. Y.

GEO. H. GISEL WARD G. BROOKS

### GEO. H. GISEL & CO.

Receivers and Shippers of

GRAIN AND MILL FEED

Correspondence and Consignments Solicited

Members of Buffalo Chamber of Commerce

Corn Exchange of Buffalo  
717 Chamber of Commerce, Buffalo, N. Y.

### The Electric Grain Elevator Co.

Receivers and Shippers of

GRAIN, MILL FEEDS AND HAY

Correspondence and Consignments Solicited.

321 Chamber of Commerce - - BUFFALO, N. Y.

### Grain Shippers

and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal.

## BURNS-YANTIS GRAIN COMPANY

BUFFALO, N. Y. — CHICAGO, ILL.

Succeeding

BURNS GRAIN CO. and S. W. YANTIS

RECEIVERS AND SHIPPERS OF

### GRAIN AND GRAIN PRODUCTS

Operating Steel Elevator at Hammond, Ind. Storage Capacity 500,000 Bushels,

Handling Capacity 75 cars daily.

## NEW ORLEANS BOARD OF TRADE MEMBERS.

### BENEDICT COMMISSION CO., Ltd.

Commission Merchants

GRAIN AND HAY

Correspondence Solicited

NEW ORLEANS

LOUISIANA

### A. F. LEONHARDT & CO. GRAIN AND HAY NEW ORLEANS, LA.

## JACKSONVILLE, FLA., BROKERS

### BROWDER & HAYM Brokers

Grain, Hay, Flour, Provisions

Strict Attention Given to Consignments  
Correspondence Solicited

Savannah, Ga. and Jacksonville, Fla.

### Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

Established 1892

### T. S. SOUTHGATE & CO.

Brokers and Receivers  
GRAIN AND HAY

Consignments and Correspondence Solicited

JACKSONVILLE, FLA.



## CHICAGO BOARD OF TRADE MEMBERS.

**PHILIP H. SCHIFFLIN** President  
**HENRY HEMMELGARN** Vice-President  
**EUGENE SCHIFFLIN**, Sec'y & Treas.

**Philip H. Schiffin & Co.**  
 Incorporated

SUCCESSORS TO  
**H. HEMMELGARN & CO.**

**Commission Merchants**  
 Grain, Seeds and Provisions

Consignments and orders in futures respectfully solicited.

515-518 Postal Telegraph Bldg.

Telephone Harrison 833 Chicago, Ill.

**W. H. LAKE & CO.**  
**Commission Merchants**  
**GRAIN AND PROVISIONS**

50 BOARD OF TRADE CHICAGO

206 Chamber of Commerce, St. Louis

## MEMBERS

Chicago Board of Trade  
 New York Produce Exchange  
 St. Louis Merchants Exchange  
 Baltimore Chamber of Commerce  
 Minneapolis Chamber of Commerce

**GEO. S. DOLE, Pres.** **H. N. SAGER, Sec.**

**J. H. DOLE & CO.**

(ESTABLISHED 1852)

**COMMISSION MERCHANTS**

**GRAIN AND SEEDS**

We solicit your

**CONSIGNMENTS**  
 and orders in futures.

226 La Salle St., CHICAGO

**MINNEAPOLIS MILWAUKEE**

**W. A. FRASER CO.**

Consignments and  
 Future Delivery Orders Solicited

714-715 Royal Ins. Bldg. CHICAGO

**FREEMAN BROS. & CO.**

**COMMISSION MERCHANTS**

**GRAIN HAY STRAW**

66 BOARD OF TRADE, CHICAGO

Orders for the purchase and sale of grain for future delivery executed



**MERCHANTS' GRAIN CO.**  
 LAVERNE A. LEWELLYN  
 PRESIDENT  
**COMMISSION MERCHANTS**  
 74 BOARD OF TRADE  
 CHICAGO.

**BUFFALO ALBANY BOSTON**

**E. W. ELMORE**

Grain Receiver and Shipper

Operating the Interior Elevator at South Bend, Ind.

323-5 Postal Telegraph Building, CHICAGO

**Lamson Bros. & Co.**

ESTABLISHED 1874

**Commission Merchants**

**Grain Consignments Solicited**

Also future delivery orders on all exchanges.

Grain — Provisions — Stocks — Cotton

6 Board of Trade CHICAGO

**C. H. Thayer & Co.**

**Your Consignments and Future Orders Solicited**

Our untarnished record for over a quarter of a century, with conservative business methods and staying qualities, backed up with over \$100,000.00 capital certainly speaks for itself.

2 and 4 Sherman Street, CHICAGO

**REQUA BROTHERS**  
**CHICAGO**

Stands for Prompt Returns, undivided attention to selling Consignments. Give us a Trial.

**FRANK E. GULICK,**  
 Manager Rec. Dept.

**RECEIVERS**

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL.

**ROBINSON'S Telegraphic Cipher Code** (Revised)

Is more extensively used by  
 Grain and Provision Dealers

than all other codes combined. It is compact, small and can be easily carried in the pocket. Get the latest edition; by using it your messages will be understood, you will save time and expense.

Price, leather, gilt edges, \$2.00.

Your name in gilt letters on front cover, 25c extra.

**GRAIN DEALERS JOURNAL**

255 La Salle St. CHICAGO, ILL.

**Marfield, Tearse & Noyes**

(INCORPORATED)

**GRAIN COMMISSION**

We solicit consignments from country elevator operators. Best of facilities for placing "To Arrive." Orders for execution in the Pits receive prompt attention. Comprehensive market advices furnished to customers daily. Conscientious treatment guaranteed.

**CHICAGO**

725-732 Postal Telegraph Building

**MINNEAPOLIS**

**DULUTH**

**CIFER CODES**

We carry the following cipher codes in stock and can make prompt delivery.

Robinson's Cipher Code, leather	2.00
Hay and Grain Cipher Code	1.00
A. B. C. Code, 5th Edition	7.00
Baltimore Export Cable Code	8.00
Companion Cable Code	5.00
Riverside Code, 5th Edition	3.00
U. S. Cipher Code	3.00
American Seed Trade Assn.'s Code	2.00
Stewarts International Code	.25

For any of the above, address

**GRAIN DEALERS JOURNAL,**

255 La Salle St., CHICAGO, ILL.

**Quotation Record**

Is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on 'Change. Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—, 190—." Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10:30, 11:30 and 12:30 and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9x14 inches and has spaces for one week's record. The sheets are put up in books of sixty—a year's supply. Order Form 97A, price 75 cents.

**GRAIN DEALERS JOURNAL**  
 255 La Salle Street CHICAGO, ILL.

**YOUNG & CO.**

Successors to

**Young & Nichols**

**Grain**

**Commission Merchants**

169 Jackson Blvd., CHICAGO, ILL.



# CHICAGO BOARD OF TRADE MEMBERS.

A. L. SOMERS  
President

C. W. BUCKLEY  
Sec. and Treas.

**Somers, Jones & Co.**

(Incorporated)

**COMMISSION MERCHANTS**

**Grain and Field Seeds**

Consign your grain and seeds to us for close personal attention and best possible results. Orders for future delivery receive careful attention.

Send for our Market Letters.

**82 Board of Trade, CHICAGO**

Long Distance Telephone Harrison 3584

**Rosenbaum Brothers**

**COMMISSION MERCHANTS**

77 Board of Trade  
**CHICAGO**

Consignments our Specialty  
Orders for Future Delivery Carefully Executed  
We Solicit Your Correspondence

**Bogert, Maltby & Co.**

**COMMISSION MERCHANTS**

Correspondence and Consignments Solicited.

Orders for future delivery carefully executed.

**SCREENINGS AND MILL STUFF**

**306-308 Postal Telegraph Bldg.  
CHICAGO**



**Rumsey & Company**

**COMMISSION MERCHANTS**

Consignments a Specialty  
for 40 years

**97 Board of Trade**

**CHICAGO**

I. P. Rumsey  
Frank M. Bunch  
Henry A. Rumsey

Branch Offices:  
Peoria  
St. Louis



No order too large for me to execute  
**GRAIN  
CONSIGNMENTS  
A SPECIALTY**

**Sam Finney**

715 Board of Trade  
**CHICAGO**

or too small to be appreciated

**SEEDS**  
TIMOTHY FLAX CLOVER A SPECIALTY BARLEY OATS CORN

**F. E. WINANS**

Grain Commission Merchant  
6 Sherman St., Chicago

J. E. HOOPER President ERVIN A. RICE Vice-Pres. E. G. BROWN Secy-Treas.

**HOOPER GRAIN CO.**

**OAT SHIPPERS**

Postal Telegraph Bldg., Chicago

Operate Atlantic Elevator and Grand Trunk Western Elevators, Chicago

**ARMOUR GRAIN COMPANY**  
**CONSIGNMENTS SOLICITED**

We Are Fully Equipped in Every Way to Give Best Service in Chicago

**205 LA SALLE STREET**

**CHICAGO**

**Always at Your Service**

**J. C. SHAFFER & CO.**

**Grain Commission Merchants**

240 LA SALLE STREET,

CHICAGO, ILL.

W. P. ANDERSON, Pres.

W. L. GREGSON, Vice-Pres.

W. S. BOOTH, Sec'y.

**W. P. ANDERSON & COMPANY**

**Consignments Solicited**

**GRAIN AND PROVISIONS**

12 Sherman Street

CHICAGO, ILL.

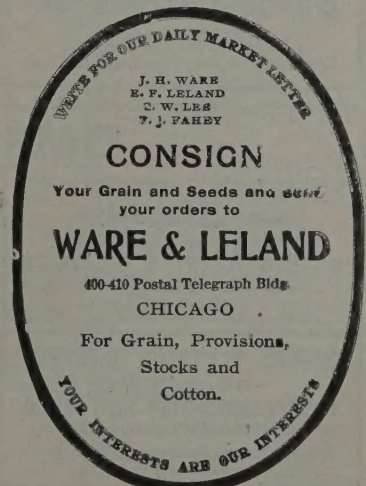
**Hay There—Grain Here!**

**Consign Considine**

What a big mistake you are making by not sending to me for prices and information before you sell or consign your grain.

Those who have done so are pleased; those who will do so will be pleased. Those who don't will eventually—why not now?

**J. J. CONSIDINE & CO., 43 Board of Trade, CHICAGO**



J. H. WARE  
E. F. LELAND  
C. W. LEE  
T. J. FAHEY

**CONSIGN**

Your Grain and Seeds and send your orders to

**WARE & LELAND**

400-410 Postal Telegraph Bldg.

**CHICAGO**

For Grain, Provisions,

Stocks and

Cotton.



## CHICAGO BOARD OF TRADE MEMBERS.

C. W. Rogers, Pres.  
H. J. Hurlburt, Treas.

J. C. Rogers, Vice-Pres.  
S. B. Cochran, Secy.

**ROGERS GRAIN COMPANY**

Buyers and Shippers of Grain

References: Corn Exchange Natl. Bank  
First National Bank

Main Office: 700, 701 & 718 Royal Insurance Building  
CHICAGO

H. W. ROGERS

J. C. ROGERS

**H. W. ROGERS & BRO.**

GRAIN, SEED AND PROVISIONS  
COMMISSION MERCHANTS

700-701 Royal Insurance Bldg., CHICAGO

**H. M. Paynter**

**GRAIN and FIELD SEEDS**

700-701 ROYAL INSURANCE BLDG., CHICAGO

All business transacted through H. W. Rogers  
& Bro. Correspondence solicited.

**W. H. MERRITT & CO.**

**Grain Buyers and Shippers**

CORRESPONDENCE SOLICITED

87 Board of Trade, CHICAGO, ILL.

**W. H. PERRINE & CO.**

COMMISSION  
MERCHANTS

Consignments a Specialty

338 Postal Telegraph Bldg., Chicago, Ill.

**YOU**

Can find no present more acceptable to the progressive grain dealer than a paid up subscription to the Grain Dealers Journal.

**C. S. BENTLEY**

**GRAIN COMMISSION MERCHANT**

Consignments Solicited

Orders for future Delivery promptly executed

79 Board of Trade CHICAGO

**CLARK'S CAR REGISTER**

Shows at a glance where to look for the record of any car of grain. It is made of heavy ledger paper, is well bound and indexed. Size 11x14 1/4 in.

No. 40 contains spaces for 9,000 cars, \$1.50  
No. 42 contains spaces for 17,000 cars, 2.50

**GRAIN DEALERS JOURNAL**  
255 La Salle Street Chicago

**JOHN F. WRIGHT & CO.**

Established 45 years ago

Yours to Command for a

**DEAL**

In Futures or Cash on

**Chicago Board of Trade**

Office: 2 Sherman St., Chicago

## PITTSBURGH GRAIN AND FLOUR EXCHANGE MEMBERS

**WE WANT ALFALFA HAY**

Shippers of ALFALFA should communicate with us regarding prices and shipments. Pittsburgh is the best market in the world. Liberal advances on consignments.

**DANIEL McCAFFREY'S SONS CO.**

Pittsburgh, Pa.

REFERENCES: Duquesne Nat. Bank,  
Washington Nat. Bank

**H. G. MORGAN & CO.**

**Grain and Hay**

PITTSBURGH, PA.

**Ear Corn Wanted**

JAMES GRAHAM ESTABLISHED 1904. S. C. GRAHAM

**JAMES GRAHAM & SON**

Capital, \$400,000.00

**GRAIN, HAY AND MILL FEED**

REFERENCES—First National Bank, Mellon National Bank, Bradstreet's and Dun's Mercantile Agencies.

307 Westinghouse Building, Pittsburgh, Pa.

## INDIANAPOLIS BOARD OF TRADE MEMBERS.

*The*

**Bassett Grain Co.**

INDIANAPOLIS

Telephone 80

Board of Trade

*The*

**Brafford-Files-Thomson Co.**

**Grain Merchants**

Board of Trade

INDIANAPOLIS

**Jordan & Montgomery**

620 Board of Trade Bldg., Indianapolis

**GRAIN AND COMMISSION**

**TRY US**

## OMAHA BOARD OF TRADE MEMBERS

**WEEKES GRAIN & LIVE STOCK CO.**

(Inc.)

General Commission Merchants

CONSIGNMENTS SOLICITED

**MILLING WHEAT A SPECIALTY**

Track bids made. Correspondence Solicited  
OMAHA, NEB.

**GRAIN SAMPLE PAN**

For Examining Samples of Grain and Seeds



Made of Aluminum, strong, light and well made  
Will not Rust or Tarnish.

Grain Size, 24x12x16 1/2 inches . . \$1.50

Seed Size, 14x9x11 inches . . . \$1.25

GRAIN DEALERS JOURNAL, 255 La Salle St., CHICAGO

**The Urdike Grain Company**

OMAHA, NEB.

**All Kinds of Grain for Sale**

Originating all grain at 100  
country elevators in Nebraska

**ASK FOR PRICES**

**CAVERS ELEVATOR COMPANY**

OMAHA, NEB.

**GRAIN BOUGHT and SOLD  
CONSIGNMENTS SOLICITED**

Write or phone us for prices on WHEAT OATS  
CORN BARLEY. RYE or MILL-FEED.

**E. E. HUNTLEY**

**Grain Commission Merchant**

CONSIGNMENTS AND

CORRESPONDENCE SOLICITED

Brandies Building

Omaha, Neb.



## CAIRO BOARD OF TRADE MEMBERS.

**SAMUEL HASTINGS CO.**  
**GRAIN-HAY**  
CAIRO, ILLINOIS

**H. L. Halliday Milling Co.**  
WHEAT, CORN AND OATS  
CAIRO, ILL.  
Elevator Capacity 500,000 Bushels

**Redman, Magee & Co.**  
**GRAIN**  
Delta Elevator, Cairo, Illinois

## MINNEAPOLIS CHAMBER OF COMMERCE MEMBERS

**Wheat, Barley, Flax, Oats**  
For prices and samples, write  
**The Van Dusen-Harrington Co.**  
Minneapolis Duluth Kansas City

MILWAUKEE CHICAGO  
**E. A. BROWN & CO.**  
GRAIN COMMISSION  
Minneapolis, Minn.  
Consignments Solicited. Prompt Returns Guaranteed.

**E. L. WELCH COMPANY**  
GRAIN COMMISSION  
MINNEAPOLIS AND DULUTH  
Consignments Solicited

## NEW YORK PRODUCE EXCHANGE MEMBERS

**FORBELL & KIPP**  
COMMISSION  
MERCHANTS  
GRAIN, MILL FEEDS, HAY  
OATS A SPECIALTY  
Consignments Solicited  
342 Produce Exchange, NEW YORK CITY

M. B. Jones, Pres. L. A. Morey, Treas.  
H. B. Smith, V.-Pres. A. F. Therrien, Sec'y  
**JONES & MOREY CO.**  
Commission Merchants  
Grain Brokers  
NEW YORK CHICAGO  
Produce Exchange Board of Trade

Chas. B. Morris Established 1870 Chas. J. Leonard  
**CHAS. B. MORRIS & CO.**  
GRAIN, FEED, HAY AND STRAW  
FOOT 131ST STREET, HUDSON RIVER, N. Y.  
Storage capacity, 125 cars. Liberal advances made on all consignments. Members N. Y. Produce Ex. and National Hay Association.

**HOT CORN**  
Make Us Offers C. I. F. New York  
**RUBINS BROS.**  
305 Produce Exchange, NEW YORK

**VEST POCKET GRAIN TABLES**  
Clark's Vest Pocket Grain Tables reduce pounds to bushels on any number of pounds from 10 to 100,000. It is printed on ledger paper in two colors, red and black. The red figures show the pounds and the black the bushels and pounds.  
The tables show the following reductions: Oats at 33 lbs.; Corn, Rye and Flaxseed at 56 lbs.; Wheat Clover Seed, Beans, Peas and Potatoes at 60 lbs.; Barley and Hungarian Seed at 48 lbs.; Ear Corn at 70 lbs.; Ear Corn at 75 lbs.; Ear Corn at 80 lbs.; Timothy Seed at 45 lbs.  
These tables are bound in heavy manila and form a thin book 2½-in. wide by 8½-in. long. Price 50 Cts. Address  
**GRAIN DEALERS JOURNAL, 255 La Salle Street, CHICAGO, ILLINOIS**

## ST. LOUIS MERCHANTS EXCHANGE MEMBERS

**SHERRY-BACON GRAIN CO.**  
Receivers and Shippers of Grain.  
213 Merchants' Exchange  
ST. LOUIS MO.

W. C. Goffe, G. S. Carkener, G. C. Martin, Jr.  
**GOFFE & CARKENER CO.**  
Grain Consignments Solicited  
521 and 522 Chamber of Commerce, ST. LOUIS

**Daniel P. Byrne & Co.**  
General Commission Merchants  
Successors to Redmond Cleary Com. Co.  
Established 1854. Incorporated 1857.  
Grain, Hay, Millfeed and Seeds  
Chamber of Commerce, ST. LOUIS, MO.

**Nanson Commission Co.**  
Grain, Hay and Seeds  
202 Chamber of Commerce,  
St. Louis, Mo.

**LANGENBERG BROS. & CO.**  
ESTABLISHED 1877  
Grain and Hay Consignments Solicited  
"OUR SALES ARE BETTER"  
517-18-19 Chamber of Commerce, ST. LOUIS

B. L. SLACK, Pres. J. M. FULLER, Sec'y  
**SLACK-FULLER GRAIN CO.**  
Successors in business to  
WAGGONER GRAIN CO.  
RECEIVERS AND SHIPPERS  
FUTURE ORDERS EXECUTED  
208 Chamber of Commerce, St. Louis, Mo.

**Connor Bros. & Co.**  
**GRAIN**  
St. Louis, - - Missouri

1876 1902  
**PICKER & BEARDSLEY**  
Commission Merchants  
The largest Receivers of Consigned  
**Grain, Hay & Grass Seed**  
116-118 North Main Street  
St. Louis, Mo.

John Mullally, Pres. Martin J. Mullally, V.-Pres.  
Vincent M. Jones, Sec'y and Treas.  
**JOHN MULLALLY COMMISSION CO.**  
GRAIN, HAY AND SEEDS  
Consignments and Correspondence Solicited.  
Your shipments will have our best attention.  
CHAMBER OF COMMERCE, ST. LOUIS, MO.

MARSHALL HALL, PRES.  
J. B. BETHUNE, SEC'T & TREAS.  
**W. L. GREEN COMMISSION CO.**  
**GRAIN**  
Members Merchants Exchange of St. Louis.  
Chicago Board of Trade.  
203 Merchant's Exchange, ST. LOUIS, MO.

### Want an Elevator?

Then consult the "Elevators for Sale" columns in this issue of the Grain Dealers Journal.



## RECEIVERS, SHIPPERS AND BROKERS.

BATTLE CREEK, MICH.

**McLane, Swift & Co.**  
Buyers of Wheat, Corn, Natural  
and Clipped Oats, Choice Rye.

Write for bids—your track.  
Grain Elevators on Grand Trunk Railway  
BATTLE CREEK, MICH.

BOSTON, MASS.

**J. E. SOPER & CO.**  
BOSTON, MASS.

Buy all grades Wheat, Corn, Oats, Barley,  
Buckwheat, Milfeeds, and all kinds of Special  
feeds. Also handle consignments for  
New England Territory.

NASHVILLE, TENN.

Established 1876  
**MILLER & CO.**

HAY, GRAIN &amp; COMMISSION

Nashville, Tenn.

Consignments Solicited

HARRISBURG, PA.

**HARRISBURG FEED and GRAIN COMPANY**  
ORGANIZED 1901

**JAMES W. BARKER, Manager**  
HARRISBURG, PENNSYLVANIA  
—GRAIN—FEED—HAY—STRAW—  
Cattle Only

Our manager has been buying grain in Pennsylvania  
since 1886.

Established 1861 Incorporated 1906

**D. W. RANLET CO.**

Direct Buyers of Grain and Feed  
Especially Off Grade and Sample Lots of  
Wheat, Feed Barley, Screenings, etc.

We invite Correspondence  
708 Chamber of Commerce BOSTON

**KENDRICK-ROAN GRAIN CO.**

Incorporated

**GENERAL GRAIN MERCHANTS**

Receivers-Shippers

Correspondence and Consignments Solicited  
NASHVILLE, TENN.

CLEVELAND, O.

**THE UNION ELEVATOR CO.**

Buyers and Shippers of

**Corn, Oats, Wheat, Hay & Straw**

CLEVELAND, O.

We are in the market at all times for "off grades" of grain

PORTLAND, ME.

**EDWARD P. MERRILL****Grain Broker**

PORTLAND, MAINE

Connection wanted with a good rolled oats mill

KENTLAND, IND.

**Try**

Our Special Brand of White Oats

**McCRAV, MORRISON & CO.,**

Grain Shippers, Kentland, Ind.

GREENVILLE, OHIO.

**E. A. GRUBBS GRAIN CO.**  
Greenville, Ohio.

Wants Correspondence with members of the  
Grain Dealers National in Chic, Indiana and  
Illinois. We want strictly sound winter wheat,  
yellow shelled corn and re-cleaned white oats.

DENVER, COLO.

J. W. MULLEN. FRED. FAULKNER.

**Colorado-Nebraska Grain & Hay Co.**

508 McPhee Building

DENVER :: COLORADO

The receiving business a specialty.  
Liberal advances on consignments.

References: Capitol National Bank, Denver;  
any Bank in Denver Mercantile Agencies.

**VAN TASSELL GRAIN CO.****G R A I N****MERCHANTS**

PEORIA, - - - - - ILL.

MONTGOMERY, ALA.

**UNITED SELLING COMPANY, Inc.**  
**BROKERS**  
**HAY GRAIN FEED FLOUR**

Consignments Solicited.  
Warehouse on track—Capacity 40 cars  
Montgomery, Ala.

CRAWFORDSVILLE, IND.

**CRABBS REYNOLDS**  
**TAYLOR CO.**

Grain and Clover Seed

**CRAWFORDSVILLE, - INDIANA**

MEMPHIS, TENN.

**WRITE US**

FOR QUOTATIONS ON COTTON SEED MEAL

**H. J. HASENWINKLE COMPANY****MEMPHIS, TENNESSEE****Clark's Car Load Grain Tables**

SEVENTH EDITION.

REVISED AND ENLARGED

With these tables you can quickly check up all reductions and detect and prevent errors,  
which in the car lot business are liable to run into the hundreds of bushels.

Largest and most complete car load reduction table ever published. Five new tables have  
been added and a set of tables for Malt is included in this new edition. RANGE—Oats and Cotton  
Seed (32 lbs.), 7 tables, from 20,000 to 97,000 lbs. Malt (34 lbs.), 5 tables, from 20,000 to 75,000 lbs.  
Barley, Buckwheat and Hungarian Grass Seed (45 lbs.), 7 tables, from 20,000 to 97,000 lbs. Corn,  
Rye and Flax Seed (56 lbs.), 9 tables from 20,000 to 118,000 lbs. Wheat, Clover, Peas and Potatoes  
(60 lbs.), 9 tables, from 20,000 to 118,000 lbs. The number of bushels in any weight of grain within  
the numbers specified above are given in bold face type, the remaining pounds in light face type.  
Pounds are printed in red and bushels in black.

PAPER—These tables are printed on durable heavy linen ledger paper and bound in leather  
covers with marginal index.

Price, delivered, \$2.50

**GRAIN DEALERS JOURNAL**

255 La Salle Street,

Chicago, Illinois

MILWAUKEE, WIS.

**Grain Dealers**

It is no speculation to ship us  
your grain. It's a sure thing  
you will be satisfied.

**L. BARTLETT & SON CO.**  
Milwaukee Chamber of Commerce

**Clark's Grain Tables for  
Wagon Loads**

TWELFTH EDITION

The best and most complete edition of these  
popular reduction tables ever issued.

It contains 16 grain tables and two pages of  
freight tables all printed from heavy-faced type  
in two colors on 175-pound Manila stock. It is re-  
inforced at back with silk cloth.

It has a string loop attached so it can be hung  
up beside the scale beam. Marginal index for  
quickly finding table wanted.

All reductions are complete on one page. It  
has a range from 100 to 4,090 lbs. on 10-pound  
breaks.

The tables show the following reductions:  
Oats at 32 lbs., 33 lbs. and 35 lbs. Timothy Seed,  
45 lbs. Barley, Hungarian Grass Seed and Corn  
Meal at 48 lbs. Barley at 50 lbs. Shelled Corn,  
Rye and Flax Seed at 56 lbs. Wheat, Clover Seed,  
Beans, Peas and Potatoes at 60 lbs. Wheat, 60  
lbs., with 1, 2 3 and 5 lbs. dockage. Ear Corn at  
70 lbs., 72 lbs., 75 lbs. and 80 lbs. per bu.

Freight table shows rate per bushel at 60, 55,  
48 and 32 lbs. per bu. when the rate per 100 lbs. is  
1 to 30¢ cents in 1 cent rises.

Price, postpaid, 50 cents

**GRAIN DEALERS JOURNAL**

255 La Salle Street

CHICAGO, ILL.



# PHILADELPHIA COMMERCIAL EXCHANGE MEMBERS

**S. C. WOOLMAN & CO.**  
Receivers and Shippers  
**Grain, Hay, Mill Feed**  
Send for our Market Letter  
**PHILADELPHIA, " " PA.**

**EDMUND E. DELP & CO.**  
**GRAIN AND HAY**  
453 BOURSE PHILADELPHIA

Established 1883  
**E. L. ROGERS & CO.**  
**COMMISSION MERCHANTS**  
Grain, Hay, Etc. Consignments a Specialty  
338 Bourse Building  
**PHILADELPHIA, PA.**

**L. F. MILLER & SONS**  
Receivers and Shippers of  
**GRAIN, FEED, SEEDS, HAY, ETC.**  
CONSIGNMENTS SOLICITED  
Office 2931 N. Broad St. PHILADELPHIA, PA.  
Elevator and Warehouse, Germantown Jet. P. R. R.

**S. J. CLEVINGER**  
Buyer and Commission  
**Grain, Feed, Hay, Straw**  
468 Bourse Building  
Correspondence Solicited. PHILADELPHIA, PA.

**SHIPPERS**  
are continually consulting these pages. If  
you want their business, use space in the  
Grain Dealers Journal

**C**ORN and oats in split cars find  
a ready market here.


**M. F. BARINGER** THE BOURSE 502-3-4 **PHILADELPHIA**

**Clark's  
Car  
Register**

Shows at a glance where to look for the record of any car  
of grain. It is made of heavy ledger paper, is well bound  
and indexed. Size 11 x 14 1/2 in.

No. 47. Contains spaces for 9000 cars - - \$1.50  
No. 42. " " 17000 " - - 2.50

**GRAIN DEALERS JOURNAL**  
255 LA SALLE STREET. CHICAGO, ILL.




**MILWAUKEE BAG COMPANY**

**MILWAUKEE BAGS**

are carefully made from selected material and printed in a  
way that helps you make sales. Compare them with others—  
then write to us for samples and prices.

**MILWAUKEE BAG CO.**  
MILWAUKEE WISCONSIN



**MILWAUKEE BAG COMPANY**

**Drive**

Your business. Hitch up with an ad.  
in the Grain Dealers Journal. You  
will then have a pleasant and profit-  
able ride.

## HESS Corn Driers

We have all sizes in stock ready for quick  
shipment.

It is not too late to set up a HESS DRIER  
and make a good profit this spring. Others are  
doing it—you might. FREE Booklet.

**Why do you pay CORN PRICE  
FOR WATER?**

**Get a HESS U. S.  
MOISTURE TESTER**

and know what you buy when you buy corn.  
Anyone can make a test in twenty minutes.  
Every grain man needs one.

FREE BOOKLET.

**Hess Warming & Ventilating Co.**  
907 Tacoma Bldg., Chicago.

## Johnson's Grain Dryer and Renovator

MR. GRAIN  
DEALER:

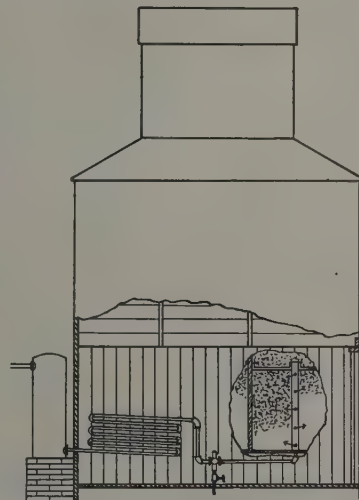
If you had a  
high fever  
would you rather  
be stuck in-  
to a furnace to  
be cooled off or  
be fanned with  
cold draft of  
air.

That's Na-  
ture's way.

That's John-  
son's way to  
cool grain.

**COLD DRY  
AIR**

Does the work.  
Dryer installed  
any place  
where there is  
grain. Exter-  
minates germ  
life. Does a  
whole lot more  
we would like  
to tell you.



**WRITE US**

**E. G. ISCH & CO., Peoria, Ill.**



# POWER CAR LOADERS FOR ELEVATORS.

IF YOU WANT THE BEST  
CAR LOADER



Write

The Ideal Car Loader Co.  
ALLENVILLE, ILL.

## BUYERS AND SELLERS

of grain elevators. You can make your wants known quickly by advertising in the "Elevators for Sale and Wanted" columns.

## Grain CONTRACT BOOK

This book is for the use of the grain buyer in contracting with farmer patrons for grain. By recording agreements made for the delivery of grain, bought, each party thereto obtains a clear statement of what is intended by the other, and the farmer lives up to his contract.

The stub is signed by the farmer certifying that he has sold ..... bushels of ..... at ..... per bu., to be delivered on or before ..... It also certifies that he has received ..... dollars on the contract. The other part is signed by the elevator man and given to the farmer. It certifies that the elevator man has bought so much grain, etc.

Each book contains 50 contracts, numbered in duplicate, printed on bond paper, size 12x4 1/2". If you contract for grain you can not afford to be without these blanks.

Order Form No. 9. Price, 50 cents.

GRAIN DEALERS JOURNAL  
255 La Salle Street, CHICAGO, ILL.

## Combined Grain Cleaner and Pneumatic Car Loader

The only machine that will clean and load at the same time.

For descriptive circular and prices, address,

MATTOON GRAIN CONVEYOR CO.  
MATTOON, ILL.



The Only Car Loader That will not Damage The Grain.

Sullivan, Ill., Oct. 23, 1907.  
Mattoon Grain Conveyor Co.,  
Mattoon, Ill.

Gentlemen:—Enclosed find our check and expense bill covering your statement of recent date. We are more than pleased with your loader. Since installing it we have dispensed with the use of one man at the elevator.

Yours truly  
SULLIVAN ELEVATOR COMPANY.

## Get a "Boss" and Do "Boss" Work



Dorrance, Kansas, Feb. 20, 1908.  
MAROA MFG. CO., Maroa, Ill.  
Gentlemen:—I have recently bought an elevator on my own account, and wish to install a car loader, and would be pleased to see your prices on the "King" and "Boss" loaders. Three years ago I bought one of your "Boss" loaders for the Farmers Elevator Co. of this place and it has given entire satisfaction, therefore, desire one for my own use.

Very respectfully, J. W. Machin.  
Wamego, Kansas, May 13, 1908.  
MAROA MFG. CO., Maroa, Ill.  
Gentlemen:—Please ship me one No. 10 Boss Car Loader. Will refer you to the First National Bank of this city. Very respectfully, J. W. Machin.

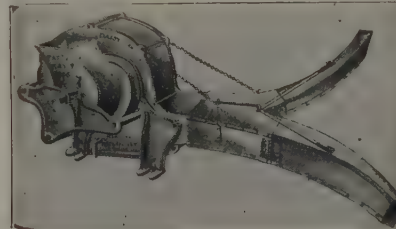
A poorly constructed machine may work fairly well for a while before the faults begin to show up but when it has given entire satisfaction for three years it may safely be considered a good machine. "A pleased customer is the best advertisement after all."

Maroa Manufacturing Co.

Maroa, Ill.

## THE DAISY CAR LOADER

LOADS A CAR TO ITS CAPACITY AND DOES NOT CRACK CORN.



M. C. Lilly, Maroa, Ill.  
Dear Sir:—The two Daisy Car Loaders we purchased of you last fall are giving excellent satisfaction. One of the things we like especially about them is the drum system by which the grain is loaded, as they load evenly and do not crack corn, they make an improvement in oats as a certain per cent of the dust is blown outside the car.  
We can load a 100,000 lb. capacity car to the maximum of 110,000 lbs. which we could not do before with two men in the car. We find them light running and cheerfully recommend the Daisy Car Loader to any one wishing to purchase such a machine. Very truly yours,  
DUNCAN BROS.

M. C. Lilly, Maroa, Ill. Dunn, Ill., Nov. 10, 1905.  
Dear Sir:—I have used your Daisy grain loader about four months and have got better grading on my grain since using it. I find it a light running machine and just as you recommend it.  
J. D. MITCHELL.

Send for Catalogues.

M. C. LILLY, :: Maroa, Illinois

## Grain Receiving Register

This book is designed to facilitate the work of the country grain man in keeping a record of wagon loads of grain received.

At top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, and Remarks.

Each book has 100 pages, 8 1/2 x 14 inches, and each page 40 lines, making each book contain spaces for records of 4,000 loads. The book is well printed and ruled on linen ledger paper, and substantially bound in extra heavy canvas covers. Order Form 12AA. Price \$1.50.

GRAIN DEALERS JOURNAL, 255 LaSalle St., Chicago, Ill.

## Sales, Shipments and Returns

A book invaluable to the country grain shipper in keeping a detailed record of his sales, shipments and returns from each shipment made. Its use will save much time and book work. The pages are used double. The left-hand pages are ruled for information regarding SALES and SHIPMENTS; the right-hand pages for RETURNS. SALES column headings are Date, Amount Sold, Price, Grain, Terms. SHIPMENTS headings are Date, Car Number and Initial. Our Weights, in Bushels, Grade, Route, Rate. RETURNS headings are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

Each of its 152 pages of heavy linen ledger, is 10 1/2 x 16 1/2 inches contain lines, so that records of over 2,200 cars can be entered. Bound in heavy canvass.

Order Form 14AA. Price \$2.00.

GRAIN DEALERS JOURNAL, 255 LaSalle St., Chicago, Ill.



## Positive Safe Economical

Read what one of scores of our customers say: "Standard Clutch Mfg. Co.: We have used your Clutch continually since Jan. 1st and find it all you claim. It has given perfect satisfaction, starting the machinery under a heavy load, as easily as without load. It is POSITIVE Safe and Economical."—J. D. ROTHGEB & CO., Wellington, Ill.

**The Standard Clutch Mfg. Co.**  
SIDNEY, OHIO



**THIS  
IS  
IT**

## Grain Storage Receipts

Designed to be used by country elevator men, who store grain for patrons, in keeping a record of grain stored.

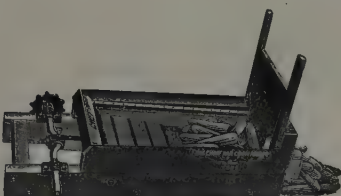
These receipts are numbered in duplicate, two on a page, with perforation between for easily tearing apart. The receipt is signed by the elevator man and shows he has received in store of.....net bus.....Wheat to be stored and insured under following conditions, etc.

The stub is used for recording the name of the owner of the wheat, the number of gross bus., dockage bus., and net bus. and lbs., grade and dockage per bu.

Each book contains 50 receipts printed on bond paper, 10½x3½ in.

Order form No. 4. Price 50 cents.

**GRAIN DEALERS JOURNAL**  
255 La Salle St. CHICAGO, ILL.



## The CHIEF EAR CORN FEEDER

This is one of the Biggest Ear Corn Feeders on the market when utility is considered, tho' it occupies little space and sells for a reasonable price.

If you want a feeder that will feed ear corn, wheat, oats, in fact any grain, without extra power or needless worry, write for our prices.

**National Folding Machine Co.**  
Sidney, Ohio

## Say

Let the Grain Dealers Journal  
Want Ads do your work.

*They bring quick returns.*

## Grain Scale Book No. 23.

An Indexed journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

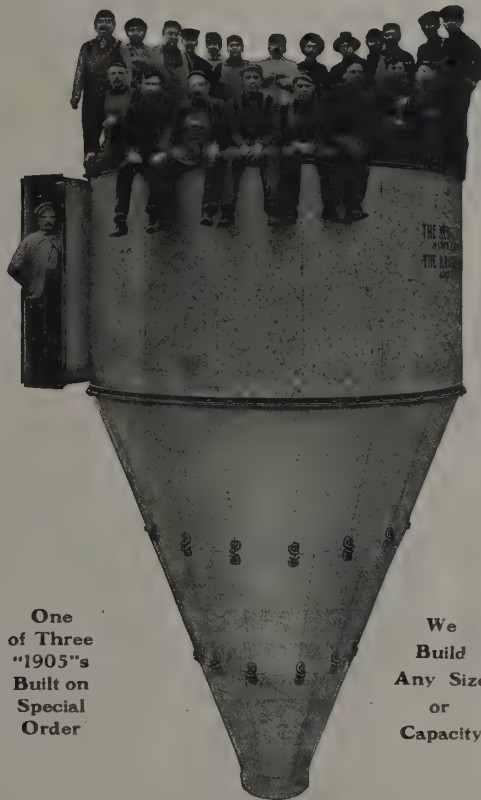
The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15¼ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

For Sale by

**GRAIN DEALERS COMPANY**  
255 LA SALLE ST. CHICAGO, ILL.

## The New Cyclone 1905 Dust Collector



One  
of Three  
"1905"s  
Built on  
Special  
Order

We  
Build  
Any Size  
or  
Capacity

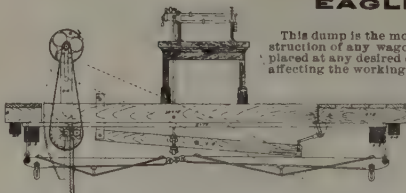
MANUFACTURED BY

**THE KNICKERBOCKER CO.**  
JACKSON, MICHIGAN



## EAGLE WAGON DUMP

Patented Oct. 10th, '96.



This dump is the most durable, easiest to put up, and simplest in construction of any wagon dump on the market. The trunion pins can be placed at any desired distance from the pinion shaft without in any way affecting the working of the gears. This enables one to use any desired length of dump timbers and yet get perfect results. The controlling device goes on the front end of the dump leaving the back end free for the pit, which is of great value. However, if desired, it may be placed at the back end as well.

Glenburn, N. D., May 16, 1906.

Eagle Iron Works, Minneapolis, Minn.

Gentlemen: We beg to state that we have one of your EAGLE WAGON DUMPS in our elevator and have found same to work in a very satisfactory manner. During the heaviest run of business in the fall, we did not experience a single instance when same did not work without a hitch. We gladly recommend your EAGLE WAGON DUMP as being as good as the best.

Yours very truly,

By Wm. W. Shepard

We carry a full line of elevator and mill supplies. We also repair and make special parts for machines of all descriptions.

EAGLE IRON WORKS, Minneapolis, Minn.

## Corn and Oat Tables

—ON CARDS—

Clark's Tables for wagon loads reduce any number of pounds of shelled corn, rye, flaxseed, ear corn and oats up to 4,000 pounds to bushels of 56, 70, 72, 75, 80 and 32, 33, and 35 pounds. Printed in two colors, on heavy bristol board. Can be hung up beside scale beam for use by weighman. Price, delivered 50 cts.

## Grain Dealers Journal

255 La Salle St.

Chicago, Ill.

## COAL SALES BOOK

FOT RETAIL COAL DEALERS

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done.

It contains spaces for 6,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger, Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

This book is 8½x14 inches and contains 150 numbered pages of superior ledger paper. Well bound with best binder board, covered with cloth, leather back, and round leather corners.

Order Form 44. Price, \$1.75.

## GRAIN DEALERS JOURNAL

255 La Salle St., CHICAGO, ILL.



BEST DUMP MADE

BURRELL MANUFACTURING CO., 251 S. Jefferson St., CHICAGO  
EVERYTHING FOR ELEVATOR

**GO** to the Illinois Grain Dealers  
Convention at Springfield,  
JUNE 9th and 10th

**STOP** AT THE  
St. Nicholas Hotel  
THE HEADQUARTERS  
OF THE CONVENTION

**Order Rooms Reserved NOW!**

The St. Nicholas Hotel is American Plan.  
\$2.50 a day for meals and room; \$3.00 with bath.

ST. NICHOLAS HOTEL, Springfield, Ills.

JOHN H. McCREERY, Proprietor

## CIFER CODES

Use a good Telegraph Cifer Code. Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

**ROBINSON'S TELEGRAPH CIPHER CODE** is used more extensively by the grain trade than all others combined. Well arranged, compact; can easily be carried in the pocket. Well printed on good paper. Bound in leather, \$2.00.

**HAY AND GRAIN CIPHER CODE** is for the use of hay receivers and shippers. Is well arranged, compact and well printed on good paper. Price, \$1.00.

**A. B. C. INTERNATIONAL CODE** is used more extensively in international trade than any other. Bound in cloth, 480 pages. Fourth edition, \$5.00. Fifth edition, 1,400 pages, \$7.00.

**BALTIMORE EXPORT CABLE CODE**, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 162 pages. Price, \$8.00.

**COMPANION CABLE CODE**, a complete general code, with words from the official telegraph vocabulary. Bound in cloth, 144 pages. Price, \$5.00.

**RIVERSIDE CODE**, fifth edition, specially adapted for use of millers and flour dealers who do an export business. Bound in flexible leather covers, 228 pages. Price, \$3.00.

**UNITED STATES CIPHER CODE**, bound in cloth, 136 pages. Price, \$3.00.

**AMERICAN SEED TRADE ASSN.'S CODE**, well bound in either flexible or hard cloth covers, 124 pages. Price, \$2.00.

**YOUR NAME** in gilt letters stamped on front cover on any of above books for 25c extra.

For any of the above, address

## GRAIN DEALERS JOURNAL

255 La Salle Street, Chicago, Ill.



## Any Weight

of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents. Price \$5.00

**GRAIN DEALERS JOURNAL**  
255 La Salle Street  
**CHICAGO - ILLINOIS**

## OHIO & MICHIGAN COAL COMPANY

Producers and Shippers

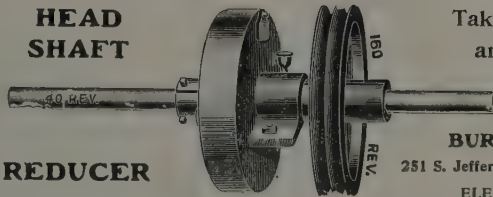
### Plymouth Red and White Ash Anthracite

Mt. Pelle Domestic Lump, No. 2 Jackson  
Massillon, W. Va. Splint and Smokeless

WRITE TO US  
FOR PRICES

Main Office, DETROIT, MICH.

## HEAD SHAFT



REDUCER

Takes place of sprocket  
and chain or gears.

Absolutely Safe.

**BURRELL MFG. CO.,**

251 S. Jefferson Street CHICAGO  
ELEVATOR OUTFITTERS.

## Your Opportunity

is here. Now is the time to  
let the elevator man know  
you want his business. Ad-  
vertise in the

**Grain Dealers Journal**

## Vest Pocket Grain Tables

Clark's Vest Pocket Grain Tables reduce  
pounds to bushels on any number of pounds  
from 10 to 100,000

It is printed in two colors, red and black.  
The red figures show the pounds and the  
black the bushels and pounds.

The tables show the following reductions:  
Oats at 32 lbs.; Corn, Rye and Flaxseed at  
56 lbs.; Wheat, Clover Seed, Beans, Peas  
and Potatoes at 60 lbs.; Barley and Hun-  
garian Seed at 48 lbs.; Ear Corn at 70 lbs.;  
Ear Corn at 75 lbs.; Ear Corn at 80 lbs.;  
Timothy Seed at 45 lbs.

These tables are bound in tough paper and  
form a thin book, 2 1/4-in. wide by 8 1/4-in. long.  
Price 50 Cents. Address

**GRAIN DEALERS COMPANY**  
255 LaSalle St., CHICAGO, ILL.

## Scales Tested, Repaired and Exchanged Recording Beams furnished for Scales now in Use

SAVE MONEY BY HAVING EVERYTHING  
MADE RIGHT FOR SEASON'S BUSINESS

## The Standard Scale and Supply Co.

50-52 SOUTH CANAL STREET, CHICAGO, ILL.

WRITE FOR LIST OF REFITTED SCALES, GOOD AS NEW.

## Fifteenth Annual Convention Illinois Grain Dealers Association

### All Aboard For Springfield

June 9 and 10, 1908

VIA THE ILLINOIS CENTRAL RAILROAD.

## Everybody is Going on the Diamond Special!

Leaves Chicago at 10:15 P. M. the 8th. Arrives  
in Springfield at 4 A. M. Stay in Sleepers long as  
you like. No extra charge for Reclining Chair Cars.

For reservations and tickets call on

**R. J. CARMICHAEL**, District Passenger Agent,  
Ill. Cent. R. R., 117 Adams St., CHICAGO.



## AVERY Automatic Scales

FOR SHIPPING AND RECEIVING GRAIN

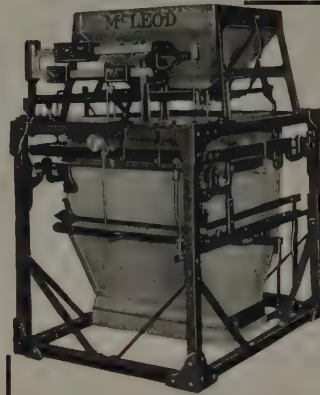


"No Live, Progressive, Up-to-Date Grain Dealer should be without the AVERY, and, once tried, will not be without them"

WALLACE GRAIN CO  
Cresbard, S. D.  
April 4, 1908.

Use a Well Tried Scale  
AND RUN NO RISKS

**AVERY SCALE CO.**  
North Milwaukee Wisconsin



## The McLeod Automatic Hopper Scale

"The Scale That Weighs"

A masterpiece of simple construction, embodying the correct principles of the standard scales, including a graduated brass beam.

Weights and records accurately, every pound of grain passing through it.

Requires no attention while in operation, and guaranteed not to stick on light or trashy grain.

Its smooth running qualities insure its durability.

**J. D. EARHART & SON**  
DEALERS IN  
GRAIN AND COAL

PARTRIDGE, KANSAS NOV. 17, 1907.

MCLEOD BROS., Bloomington, Ill.

GENTLEMEN:—I have your favor of 12th and in reply will say I am more than pleased with my scale. I have weighed with track scales and hopper scales but when I weigh a car of wheat or corn now I am not afraid to make affidavit to weights, I can show as fine weights now as any one. I don't care what kind of scale they are using. Don't hesitate to refer any one to me who is thinking of buying a scale, I can recommend it to any one who wants something good.

Yours truly,

J. D. EARHART & SON.

WRITE FOR CATALOG

MCLEOD BROTHERS, Bloomington, Ill. or Marietta, Kans.

## Richardson Automatic Elevator Scale



Weighs and registers automatically every pound of grain you spout to cars.

It has fewest parts of any automatic scale made—therefore the simplest.

It will not stop through impurities in the grain.

It will protect you against grain stolen or lost in transit.

It will check your wagon scale.

It will tell you the balance in the house.

It has more users than any other scale made.

Lowell, Ind.

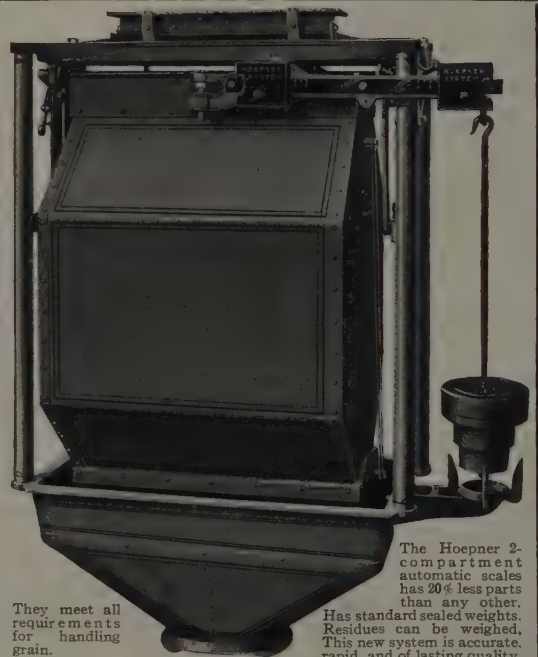
"I have been using your scales for sometime and find they are the right thing in scales. If I had other houses to equip I would surely use the Richardson Scale."

P. C. BROWN HAY & GRAIN CO

**RICHARDSON SCALE CO.**

3-4 Park Row  
NEW YORK, N. Y.

122 Monroe Street  
CHICAGO, ILL.



They meet all requirements for handling grain.

The Hoepner 2-compartment automatic scales has 20% less parts than any other. Has standard scaled weights. Residues can be weighed. This new system is accurate, rapid, and of lasting quality.

Write for circular No. 18.

**THE HOEPNER SCALE SYSTEM,**

42 W. Jackson Boulevard,  
GEORGE HOEPNER, Prop.

Chicago, Ill.



# POWER FOR GRAIN ELEVATORS.

## The St. Mary's Machine Co.

Manufacturer of



### Gas and Gasoline Engines

Especially adapted for Grain Elevators and Mills

**THE ST. MARY'S MACHINE CO.**  
St. Mary's, Ohio.

## WITTE GAS AND GASOLINE ENGINES

All sizes; any grade fuel.  
The Elevator and Grain trade our specialty.  
The Witte represents the highest perfection in accuracy and mechanical workmanship.  
All valves vertical and self-seating.  
Bensonized Bronze Bearings.  
Automatic wipe oilers.  
Noiseless safety Auto Mufflers.

**FIVE YEAR BOND GUARANTEE**

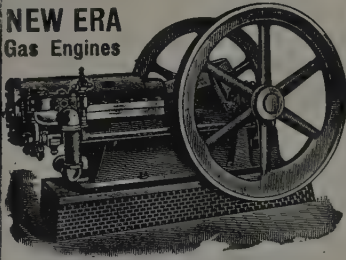
Prompt Deliveries Complete Equipments.  
Get Elevator Catalog X

**WITTE IRON WORKS CO.** 526 W. 5th St.,

KANSAS CITY, MO.



## NEW ERA Gas Engines



and Gas Producers. Sizes 1 1/4 to 160 H. P. All NEW ERA Engines have our Patented Water Jacketed Solid Cylinder Head. **NEW ERA GAS ENGINE CO.**  
86 Dale Street, Dayton, Ohio, U. S. A.

# FOOS

The World's Greatest Engine

**THE FOOS GAS ENGINE CO., Springfield, O.**

## Gas and Gasoline ENGINES

THE IDEAL ELEVATOR POWER

When you buy the Foos you get no experiment, but a High-Class Reliable Engine, which is the result of twenty-one years of Gas Engine Experience, and which is built in the **Largest Exclusive Gas Engine Plant in America.** We can furnish Horizontal or Vertical in sizes from 2 to 500 H. P. in all Types suitable for all fuels. Speed regulation guaranteed within 2% from no load to normal. Write for Free 40-Page Foos Book No. 20.

### If Your Business

isn't worth advertising  
advertise it for sale

## OTTO ENGINES

### GOLD MEDAL AT JAMESTOWN

The U. S. Government paid this Company a big compliment when it selected the "OTTO" Engine for use in making fuel test at the Jamestown Exposition.

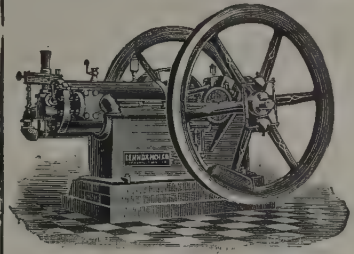
The Jury of Awards also proved its fitness for its task when it Awarded the "OTTO" the Gold Medal.

The "OTTO" has won **FIRST PRIZE** at every large Exposition held in this country since the Centennial in '76.



**OTTO GAS ENGINE WORKS, Phila., Pa.**  
**STANDARD OF THE WORLD**

## LENNOX



Made in size from 2 1/2 H. P. to 30 H. P.  
Special prices to elevators.  
Air cooled engines 2 H. P. to 4 H. P.

Write us for prices.

**Lennox Machine Company**  
40 G. Street, Marshalltown, Iowa

## Gas Engine Books

Operators of gasoline engines who encounter difficulties in the care or operation of gas or gasoline engines will find each of the following books of great assistance.

**THE PRACTICAL GAS ENGINEER**, by E. W. Longenecker, M. D., Price \$1.00.

**THE GAS AND GASOLINE ENGINE**, by Norman & Hubbard, Price \$1.00.

**THE GAS ENGINE HANDBOOK**, by E. W. Roberts, Price \$2.00.

**GAS ENGINE TROUBLES AND REMEDIES**, by Albert Strittmatter, Price \$1.00.

**THE PRACTICAL GAS AND OIL ENGINE HANDBOOK**, by L. Elliott Brooks, Price \$1.00.

For any of the above address

### Grain Dealers Journal

255 La Salle St.

Chicago, Ill.

### THE PRACTICAL GAS ENGINEER (Fifth Edition)

If you operate a gasoline engine you need this book for it tells about the operation and care of one. Written by a man of practical experience. Contains 140 pages neatly bound in cloth. Price \$1.00

**GRAIN DEALERS JOURNAL.**

255 La Salle St.,

Chicago.

## Ohio Gas and Gasoline Engines (All Sizes)

Used by many lines of elevators.

Used by the U. S. Government.

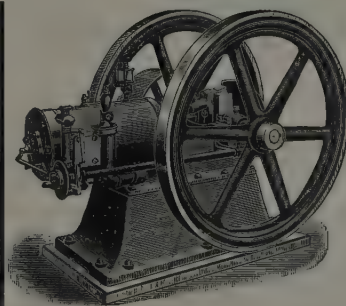
Used by some of the largest railway systems in the United States.

Let us tell you why.

### OHIO MOTOR COMPANY

315 Dearborn Street

Chicago, Ill.





**Five Dollars Each**

is the regular price of the following car movers.

**Our Price \$3.75**

Each is claimed to be the best	<b>EASY ATLAS SAMSON SPECIAL SHELDON CHAMPION</b>	We don't care which you order
--------------------------------	---	-------------------------------

Engines, Scales, Elevator Machinery, Supplies and Fireproof Safes at Lowest Prices.

WRITE TO US.

**AMERICAN SUPPLY CO.**  
1110 Farnam St., Omaha, Neb.

**Elevator Machinery and Supplies**

We carry a large stock and can fill orders promptly.

**Grain Cleaning Machinery**

We handle a full line and can give you a machine for any kind of work you want to do.

**Roll Corrugating and Grinding**

The best work—quick service.

Write us for Catalog and Prices on anything you need.

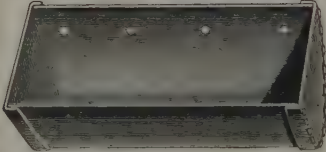
**Grain Dealers Supply Co.**

322 4th Ave. South  
MINNEAPOLIS, MINN.

**Sells Machinery for Elevators and Mills**

WRITE FOR PRICES

**Avery Automatic Scales**  
**Gasoline Engines**

**FULLER ELEVATOR BUCKETS**

Buy a bucket that carries a capacity load and lasts three times as long as any other. Take the word of the users for it.  
CLEVELAND ELEV. BUCKET CO., 235 St. Clair St., Cleveland, O.

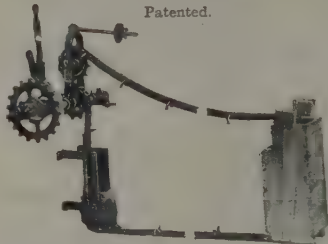
**The Strong-Scott Mfg. Co.**  
MINNEAPOLIS, MINN.

Northwestern Agents for

Invincible Grain Cleaners,  
Richardson Automatic Scales,  
Richardson Grain Separators,  
Knickerbocker Dust Collectors

**IF YOU WANT**

regular country shippers to become familiar with your firm name, place your "ad" here :: ::

**B. S. C. CHAIN FEEDER**

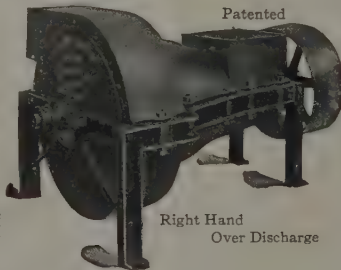
Patented.

and Conveyor

will carry all kinds of grain. Carries large capacities and is just the thing for filling and emptying deep storage bins. Also from car to boot.

**THE U. S. CORN SHELLER**

will save you money on first cost and afterwards when repairs are needed. Shelling capacity and satisfaction guaranteed. Made in rights and lefts, over or under discharge. All iron or wood frame if preferred. Thirty days' trial.



Patented

Right Hand  
Over Discharge

WRITE FOR CATALOGUE No. 2.

**B. S. CONSTANT CO.**

Bloomington, : : : : Ill.

**Do You Need a New Belt This Season?**

If so, write us about

**ATLAS STITCHED  
CANVAS BELTING**

and find out why you can save money by using Canvas Belting.



Buyers of belting are beginning to realize that they can reduce their belting expense and obtain just as good service by using Canvas Belting.

FACTS: Twice as much Canvas Belting sold in the year 1907 than in 1906. Ten times as much sold in 1907 than in 1902. *Think it over*, and write for descriptive circular B.

**Atlas Belting Co., 156 Lake St., Chicago**

Factory: Buchanan, Mich.



# GRAIN ELEVATOR BUILDERS.

## REDUCE YOUR EXPENSE

bill, by having an Elevator that does the work. I build and remodel grain Elevators. Write for plans and prices.

R. M. VAN NESS Fairbury, Neb.

## W. H. CRAMER

DESIGNER AND BUILDER

When thinking of building or remodeling your elevator don't overlook the fact that I build and remodel GRAIN ELEVATORS that give entire satisfaction Scales and Gasoline Engines repaired.

ST. PAUL, NEBRASKA

## J. A. HORN

DESIGNER AND BUILDER

Grain Elevators a Specialty  
OKLAHOMA CITY, OKLA.

## Rellance Construction Co.

Engineers and Contractors of

**GRAIN ELEVATORS**

625 Board of Trade Indianapolis, Ind.

## JOHN DeKAY

CONTRACTOR AND BUILDER

Elevator and Scale Work a Specialty.  
Gasoline Engine Repairing.

Correspondence Solicited.

RANDOLPH, NEBRASKA

## Steel Grain Tanks

We are pioneers in this line and are building tanks in the good old fashioned way. Joints caulked, and guaranteed water, weather and bug proof. Long experience has demonstrated the necessity of high grade workmanship to make steel storage a success, we do it.

WM. GRAVER TANK WORKS, Chicago, Ind.

## Grain Storage Construction Co.

Designers and Builders of

Fireproof Grain Elevators, Tanks, Conveyors  
and Mill Storage Plants

BUFFALO, N. Y.

## Steel Construction

— OF —

Every Description

**Tanks, Buildings, Elevators  
ANYTIME ANYWHERE**

## RIETER-CONLEY MFG. CO.

General Office - Pittsburgh, Pa.  
New York Office - Trinity Bldg.

## T. E. IBBERSON

Designer and Builder of

**GRAIN ELEVATORS**

310 Corn Exchange, Minneapolis

## W. S. MOORE

Designer and Builder of

**GRAIN ELEVATORS**

In wood, concrete or steel. I am thoroughly equipped to do work to the best advantage. My fireproof engine room is unequalled in arrangement and construction. If you are going to build or improve, get my ideas and you will want my services. Write today.

6 So. Main St., Frankfort, Ind



Especially Designed for Economy  
of Operation and Maintenance  
LINCOLN, NEB.

## I BUILD TO PLEASE

**Grain Elevators and Warehouses**

Plans and Specifications furnished  
on application.

G. F. McCURLEY, Wichita, Kan.

## BOWEN & SHAEFFER

Designers and Builders of

**GRAIN ELEVATORS**

Plans and Estimates Furnished.  
Correspondence Solicited.

LAFAYETTE INDIANA

## T. F. COSTELLO

Contractor and Builder of

**Grain Elevators and Warehouses**

Scale and Elevator Repairing a Specialty

5 South 7th St. Minneapolis

## If You Want

regular country shippers to  
become familiar with your firm  
name, place your "ad" here.

J. P. CHURCHILL

## C. & A. ENGINEERING CO.

W. H. ALBERSMEIER

ENGINEERS :: ARCHITECTS  
ELEVATORS, MILLS, FACTORIES, WAREHOUSES

Mill and Elevator Machinery, Power Transmissions and Supplies,  
Plans, Specifications, Estimates

627 BOARD OF TRADE BUILDING, INDIANAPOLIS, INDIANA

## The P. H. Pelkey Construction Co.

Contractors and  
Builders

Grain Elevators,  
Warehouses,  
Mills, Etc.

Elevator and  
Mill Supplies

HOME OFFICE

WICHITA - KANSAS

## THE ECONOMIC CONSTRUCTION CO

(Not Inc.)

614 Omaha Bldg., 134 Van Buren St., Chicago Ill.  
Designers and Builders of

**UP-TO-DATE ELEVATORS**

Our Plans and Specifications are unexcelled.  
Give us a fair trial and compare notes.

## A. H. RICHNER

DESIGNER AND  
BUILDER OF **Grain Elevators**

I furnish All Kinds of Grain  
Feeder Chain

CRAWFORDSVILLE, INDIANA

## B. J. CARRICO

Designer and Builder of

Flour Mills and Grain Elevators  
Hoxie Bldg., Fort Worth, Tex.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the  
GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick  
returns.



**GRAIN ELEVATOR BUILDERS.****YOUNGLOVE**

THE ELEVATOR BUILDER

We have a full stock of

**ELEVATOR SUPPLIES  
POWER-BELTS****Younglove Construction Co.**

315 Pearl St., Sioux City, Iowa

**Clark's Decimal Grain Values****SAVES TIME, MONEY AND PREVENTS ERRORS**

It shows at a glance or with the simplest addition the cost of any quantity of Oats, Corn, Rye, Flax Seed, Wheat, Clover, Peas, Potatoes, Barley and Buckwheat at any possible market prices per bushel and reduces pounds to bushels on the same page.

The values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, and values in black. The price being given at top and bottom of column on each page.

Reductions to bushels are given in two columns, the larger showing the equivalent of the full line, or thousands, in the quantity column; the smaller the hundreds only.

Form No. 33 printed on best linen ledger paper and bound in cloth half leather. Price \$5.00.

Form No. 36 printed on 80 pound book paper bound in art canvas. Price \$5.00.

**ADDRESS****GRAIN DEALERS JOURNAL**

255 La Salle Street CHICAGO, ILL.

**THE SECKNER COMPANY**Postal Telegraph Building  
**CHICAGO**DESIGNERS AND BUILDERS  
OF UP-TO-DATE**GRAIN ELEVATORS**

Any Style or Capacity

Re-enforced Concrete Storage  
a Specialty

Write Us—We Can Save You Money

**TEN YEARS OF  
SUCCESS**

If you order plans before you get my ideas—or contract your work before you get my prices—we both lose money. My plans are best. I am the most careful designer and builder of any advertiser in this journal.

**FRED FRIEDLINE**

Archit. and Engr.

253-261 LaSalle St.

Chicago

**L. BUEGE**

THE GRAIN ELEVATOR BUILDER

Who Builds Right Kind  
of Elevators at the  
Right Kind of Price322 Fourth Avenue, South  
MINNEAPOLIS, MINN.**OLSON BROTHERS & CO.  
ENGINEERS AND CONTRACTORS**Grain Elevators, Flour Mills and Complete Plants for  
Handling Coal, Sand, Gravel, Ores, Ashes, Etc.

Phone Humboldt 2373

703-707 Bloomingdal Ave.,

CHICAGO, ILL

**Burrell Engineering & Construction Co.**

1140 Stock Exchange Building, CHICAGO

**Designers and Builders of  
Modern Elevators**Write us about our New 10c per Bushel Wood  
Storage. Our Plans and Specifications  
cannot be beaten

YOURS FOR MORE BUSINESS

A. E. HONSTAIN, PRES.

I. S. HONSTAIN, TREAS.

D. F. HOAG, Sec'y

**HONSTAIN BROS. CO.**

(INCORPORATED)

Contractors and Builders of

Grain Elevators, Flour Mills, Warehouses, Etc.

Plans and Specifications Furnished

Repairing Done

306 Corn Exchange.

Minneapolis, Minn.

**C.A. LOWE**Designer,  
Contractor  
and Builder

of Up-to-Date

**Grain  
Elevators**

Enid, Okla.



Write to the

**Cramer  
Construction Company**

1110 Farnam Street, Omaha, Neb.

for plans and estimates upon  
modern grain elevators. Over  
200 of our houses in operation.

L. O. HICKOK

H. M. HICKOK

**L. O. HICKOK & SON**

DESIGNERS, ENGINEERS, CONTRACTORS

**Grain Elevators**And General Construction in Wood, Brick and Concrete  
Plans—Specifications—Estimates

320 Flour Exchange

Minneapolis, Minn.



## GRAIN ELEVATOR BUILDERS

### GRAIN ELEVATOR

Designing and Construction  
Made a specialty

Witherspoon-Englar Co. Monadnock Bldg.  
CHICAGO

### Macdonald Engineering Co.,

DESIGNERS AND BUILDERS OF  
GRAIN ELEVATORS

Monadnock Bldg. CHICAGO, ILL.

### John S. Metcalf Co.

ELEVATOR BUILDERS  
623 THE TEMPLE

Plans and Specifications  
a Specialty. CHICAGO

O. F. HAGLIN

## HAGLIN-STAHN CO.

B. H. STAHN

ENGINEERS AND CONTRACTORS

### REINFORCED CONCRETE GRAIN ELEVATOR CONSTRUCTION

Fireproof Working Houses and Grain Tanks a Specialty.  
Write for Plans, Specifications and Prices.

LUMBER EXCHANGE  
MINNEAPOLIS, MINN.



### Minneapolis Steel & Machinery Co.

Minneapolis, Minn.

Designers and Builders

### STEEL GRAIN ELEVATORS STEEL STORAGE TANKS

FULL EQUIPMENT

Two 125,000 Bus. Steel Tanks With Track Scales,  
Receiving Hopper and Steel Elevator Leg

## JAMES STEWART & CO. CONTRACTORS



Designers and  
Builders of  
GRAIN  
ELEVATORS  
in all parts  
of the world.



Steel,  
Brick,  
Wood,  
Concrete,  
Tile

GRAIN ELEVATOR DEPARTMENT, 1811 Fisher Bldg. Chicago

W. R. SINKS, Mgr.

R. H. FOLWELL, Engr.

We also do General Contracting and have offices in the following cities.

Write or call on any of them.

Chicago, Ill., 1811 Fisher Bldg.

New York, 120-127 Broadway.

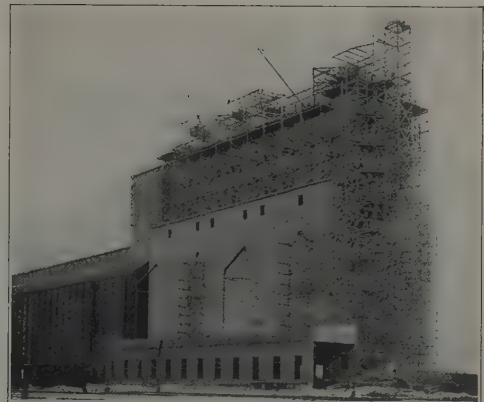
Pittsburgh, Pa., Westinghouse Bldg.

St. Louis, Mo., Lincoln Trust Bldg.

New Orleans, La., Hibernia Bnk. Bldg.

San Francisco, Cal., 709 Mission St.

Montreal, Canada



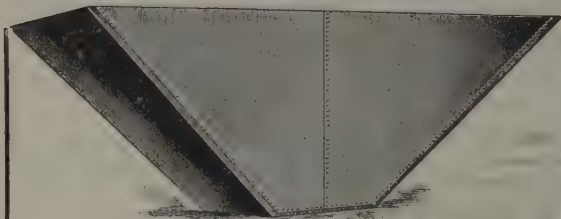
### Canadian Pacific Fire Proof Grain Elevator

Under construction for the Can-  
adian Pacific Railroad Co. at  
Fort William, Ontario.

**The Barnett & Record Company**  
General Contractors Minneapolis, Minn.



## Our Boot Tanks Never Leak



### Complete Elevator Equipments Our Specialty

Let us figure on your bill, quality considered you will find our prices right.

**Link-Belt Supply Co.**  
Minneapolis, Minn.

## HAMILTON RUBBER MFG. CO.

MANUFACTURERS  
OF HIGH-GRADE

### RUBBER BELTING

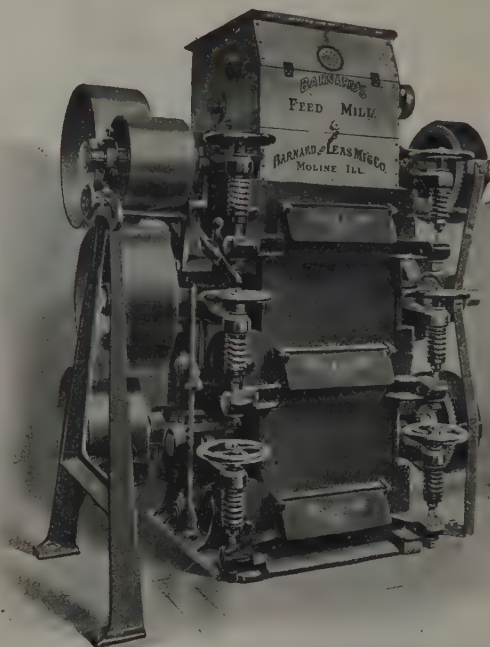
If you want Belting, guaranteed to give perfect satisfaction for all classes of work insist upon your engineer specifying "Hamilton made."

WRITE FOR SAMPLES AND PRICES

**161 East Lake Street, CHICAGO**

ELMER E. BAST, Manager  
TELEPHONE, Main 2296

## ROLLER FEED MILLS



Barnard's Six-Roller or Three-Pair-High Mill

- ☛ We make them for all purposes.
- ☛ We make them for grinding all kinds of feed as well as fine table meal.
- ☛ Our line includes Willford's Light Running Three-Roller Mill and Barnard's One, Two and Three Pair High Mills.
- ☛ We also make a complete line of Corn Shellers and Cleaners, including the Victor Corn Sheller and Cornwall Corn Cleaner.
- ☛ Also Separators and Scourers of all kinds and furnish everything needed in elevator supplies.
- ☛ Send for latest circulars.

**BARNARD & LEAS  
MFG. COMPANY**

Builders of Elevator Machinery and Supplies

**MOLINE, ILL.**

## Hall Non-Chokable Boot.

One of the most eminent elevator engineers who installed one of our Non-Chokable Boots in a new terminal elevator last summer, says:—

"Its operation has been more than satisfactory. Have not had a single choke down."

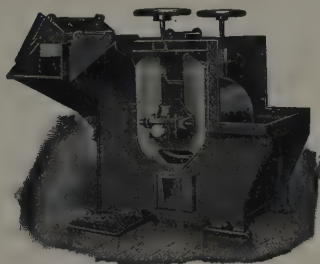
"I can recommend the boot very highly."

Scores of others all over the country are having the same experience.

THE HALL NON-CHOKABLE BOOT is a time, money, labor, and worry saver. With the same size cups it does double the work, does it better, the belt and cups last longer. It therefore doubles the elevating capacity of the leg, which practically doubles the working value of the whole plant; and these results are obtained practically without additional cost.

If these results would be of advantage to you, you ought to know it before the season advances further.

Write TODAY.



### HALL DISTRIBUTOR CO.

222 1st National Bank Building,  
OMAHA, NEBR.

## THE HALL SIGNALING GRAIN DISTRIBUTOR.

Perhaps you are still using a "Turn Spout" (of cast iron or sheet metal) in your cupola. Is it giving you satisfaction?

Do you always have full confidence when operating from the working floor, that it is accurately locked WHERE YOU WANT IT?

Does the operating paraphernalia get out of order occasionally when you are busy?

If it is a sheet metal device, does it wear out, and need renewing occasionally?

Does it fill up with grain into the elevator head and overflow down the back leg when your bin fills?

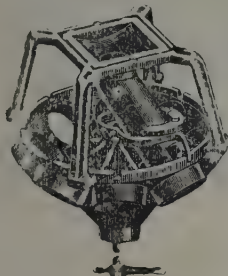
Does it scatter this accumulated grain on the cupola floor and into other openings when you shift it to other bins, mixing it with a previous lot of other grain, so spilled?

Would you avoid every one of these objections, and have a mechanical device, perfect in every detail, used the world over; guaranteed for five years against repairs, and to give absolute satisfaction all the time?

Then order TODAY a

### HALL SIGNALING DISTRIBUTOR

and have it installed early before the season's crop is harvested.



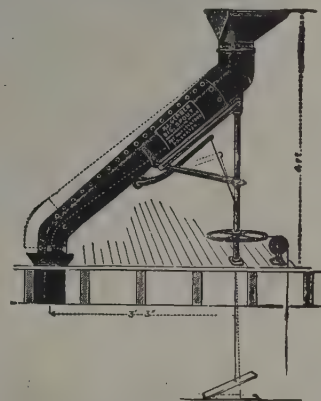
### HALL DISTRIBUTOR CO.

222 1st National Bank Building,  
OMAHA, NEBR.

## GOOD EQUIPMENT

is the cheapest—it will give satisfaction at all times, and can be depended upon when wanted most.

The Gerber Improved Distributing Sprouts are made by skilled workmen, from the best of material. They have a reputation to sustain and must be right. Our largest customers are the ones who have bought from us for years. They know if GERBER ships it it is right.



I make a Specialty of Elevator and Mill Spouting Write for Particulars

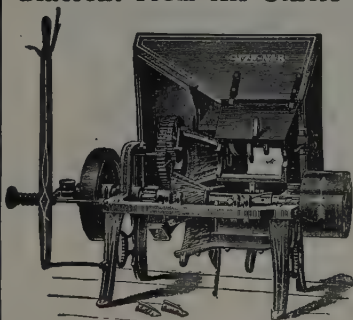
J. J. GERBER, MINNEAPOLIS, MINN.

## Bowsher Feed Mills

(SOLD WITH OR WITHOUT ELEVATOR.)

Crush ear corn (with or without shucks) and Grind all kinds of small grain; separately or mixed. Will grind Kaffir Corn in the Head. Have Conical Shaped Grinders. CAN RUN EMPTY WITHOUT INJURY.

Different From All Others



Lightest Running  
Best Built. Finest Finish.

EASIEST TO OPERATE

SEVEN SIZES: From 2 to 25 h. p. (Also make Sweep Mills, both Geared and Plain.)

They are Built for Business.

THE N. P. BOWSHER CO., South Bend, Ind.

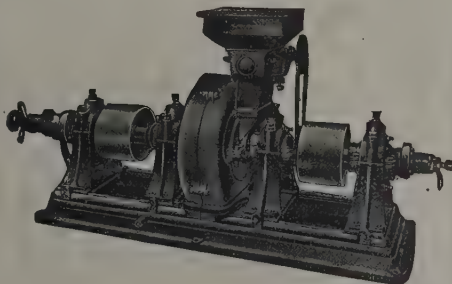
## Your Profits

at the end of the year are shown by the amount of cash you have. You will find the feed grinding end of your business very profitable if you have a

### Monarch Feed Mill

Let us prove it to you by sending you one on trial. WRITE US

SPROUT, WALDRON & CO  
P. O. 260, MUNCY, PA.



## WILLFORD

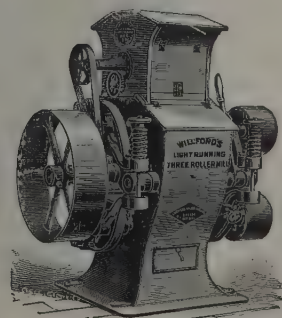
Light Running Three-Roller Mills  
ARE THE BEST  
FEED MILLS FOR ELEVATORS

because they take the least power,  
are strong, simple and durable.

Write for Circulars and Prices.

### WILLFORD MANUFACTURING CO.

303 So. 3rd Street Minneapolis, Minn.

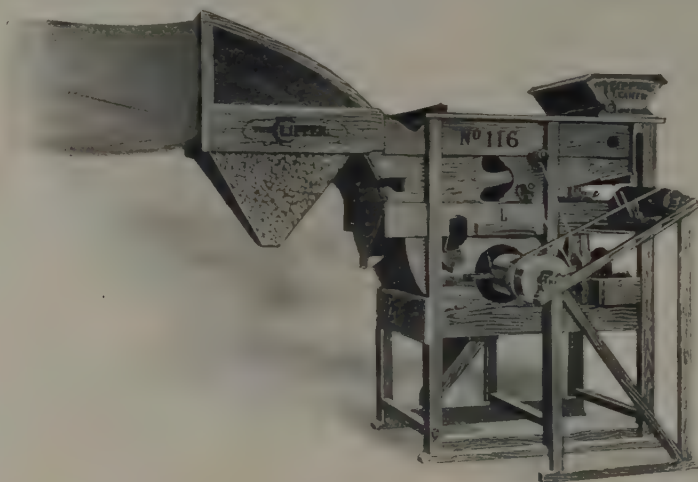


## WANT HELP?

Then consult the "Situations Wanted" columns of the Grain Dealers Journal.



**IF YOU HANDLE CLOVER SEED** that contains buckhorn, plantain, pepper grass or other foul weed seeds, it will pay you to investigate the merits of our No. 116 Special Cleaner. This machine is giving splendid results on Clovers and all kinds of grass seeds, and its work is remarkably good on very dirty lots of seeds, also tailings and screenings from larger machines. The machine has been on the market and under most severe trial for two years and has verified all we have ever claimed for it and more.



It requires small amount of space and power. It can be set up in any room as it requires no dust spout connections, being equipped with a dust sack for settling the dust from fan. It is so arranged that the cleaned seed passes in plain view of the operator, which enables him to keep close tab on what the machine is doing. This No. 116 "Clipper" Cleaner will pay for itself in a very short time reclaiming bad lots of seed, screenings or tailings containing a small per cent of good seed. It will handle any kind of field seeds and give the highest results. We are not pretending that it will do miracles. It will not remove all the buckhorn from clover, but its work will surprise you.

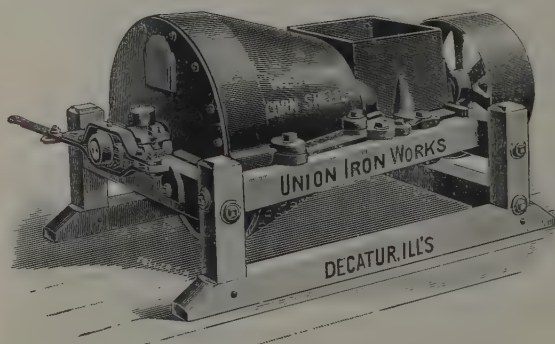
We would be glad to send cut, description and price, if interested.

**A. T. FERRELL & CO.**

::

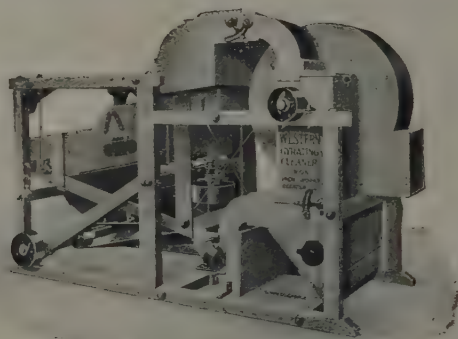
**SAGINAW, MICH.**

# WE WANT TO HELP YOU



PATENTED FEB. 13, 1900

Improved "Western" Warehouse Corn Sheller. Made in 8 sizes. Capacities 125 to 1,800 bushels per hour.



"Western" Gyrating Cleaner. Made in 8 sizes. Capacities 125 to 1,800 bushels per hour.

Plan that new Elevator.

We will have our man on the ground at once.

We plan and equip Grain Elevators.

We have many plans in our files at your disposal.

We are here to help you.

**DROP US A LINE**

## UNION IRON WORKS

DECATUR, ILLINOIS

## Threshing Grain With a Flail

is just as modern as putting grain on the market without first putting it in the best possible shape to bring highest prices.

The Grain Business today is a trade in which only the most progressive succeed. The day of the Scoop Shovel and the Warehouse is past.

One of the Best Money Making Propositions for the live dealer is a United States Grain Purifier used to raise the lower grades of grain one and sometimes two grades higher. Did you ever stop to think how soon you would get your money back on a proposition of this kind? Very little longer than it takes to install the purifier.

We will be glad to tell you more about it. Write us.

**U. S. Grain Purifier Co.**  
EARL PARK, IND.

## Hess=Dried Corn

Dried with Warm Air } With a  
Cooled with Fresh Air } Hess Drier

*Best for Shipping*

*Best for Storing*

*Best for Milling*

Hess=Dried Corn is normal in all respects. It will germinate strongly, and its milling qualities are improved. The treatment of Hess Drying sweetens it, removes all odors, and by driving out all excess moisture prevents heating and makes it safe for shipping or for storing indefinitely.

Sold by many leading grain dealers throughout the U. S. A free list of these dealers will be supplied on request.

**Hess Warming & Ventilating Co.**  
907A Tacoma Bldg., Chicago

I Am The Largest Exclusive Dealer In

# GAS ENGINES

IN THE WORLD

I have these engines for sale now — **READY TO SHIP.**  
Every Engine Guaranteed.

25 H. P. Fairbanks

15 H. P. “

6 H. P. “

6 H. P. Columbus

10 H. P. Ohio

8 H. P. “

3 H. P. “

5 H. P. Weber

I have everything in Gas Engines. Have sold grain dealers for 10 years. Every engine **NEW** or rebuilt at **BARGAIN PRICES.**

**A. H. McDONALD, 62 W. Monroe St., CHICAGO, ILL.**



**ELEVATORS FOR SALE.**

**ELEVATOR FOR SALE** in North Central Iowa. Address Cil, Box 7, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Small elevator, Geary, Okla. Good trackage, price \$1,000. H. C. Bradford, El Reno, Okla.

**FOR SALE**—Two elevators, good location. Handle half million bus. annually. Address Cuppy Bros., Humboldt, Ill.

**ELEVATOR AND COAL BUSINESS** for sale. North east S. D. Address R. E., Box 8, Grain Dealers Journal, Chicago, Ill.

**NEBRASKA 15,000 Bus. Eltr.** on the C. B. & Q. R. R. in good town of 1,500 people. Address Bargain AA, Box 7, Grain Dealers Journal, Chicago, Ill.

**TWO OKLAHOMA elevators** for sale; in good repair and doing good business. For terms address Rett, Box 4, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR FOR SALE**—20,000 cap. in good condition in good grain country with good business, also coal in Dark Co., O. Patty & Coppock, Fletcher, O.

**FOR SALE**, several desirable elevators situated on the C. M. & St. P. and C. G. W. Rys. Address Sheffield Mill & Elevator Co., Chamber of Commerce, Minneapolis, Minn.

**FOR SALE or exchange** for good farm land, terminal transfer and cleaning grain elevator at Kansas City, Mo. Address De, Box 4, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—One 20,000 bu. modern elevator on M. P. R. R. in western Kansas. One competitor; fine crop prospect. Address K. J., Box 9, Grain Dealers Journal, Chicago, Ill.

**FOR SALE IN NORTH DAKOTA.** 25,000 bu. Elevator in good territory on main line of R. R. A bargain if taken at once. Address Tom, Box 10, Grain Dealers Journal, Chicago, Ill.

**A FIRST CLASS ELEVATOR** for sale in oats and corn belt of Ohio. All modern equipments. A bargain. Write for particulars. Address J. M., Box 7, Grain Dealers Journal, Chicago, Ill.

**FOR SALE OR RENT**—40 M. cribbed elevator, coal and tile business. Good territory; within 35 miles of Chicago on E. J. & E. Address Rey, Box 9, Grain Dealers Journal, Chicago, Ill.

**TWO ELEVATORS IN BEST GRAIN DISTRICT** of Manitoba for sale. In good running order. 35,000 and 28,000 capacity. Eight miles apart. For particulars apply to Mrs. Wm. Hope, Carberry, Manitoba.

**25,000 BU. ELEVATOR AND FEED MILL** for sale in good grain country on Omaha R. R., 45 miles east of St. Paul, Minn. Equipped with first class machinery. Good flour and feed trade. Address Joe, Box 7, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—A 70,000 bu. cap. elevator located in co. seat; one friendly competitor; handled over 550,000 bu. in last 2 years. House in elegant condition. Come, don't write. I protect purchaser and save them money. J. D. McGill, Van Wert, Ohio.

**ELEVATORS FOR SALE.**

**ONE OF THE BEST ELEVATORS** and coal business in the central southern part of Kansas for sale. Large territory, doing good business. Address Arden, Box 8, Grain Dealers Journal, Chicago, Ill.

**ELEVATOR on Wabash Ry. in St. Joseph Co., Ind.** for sale. Capacity 10,000 bus.; no competition; good business and in center of good grain country. Bargain if taken soon. W. B. Calvert, South Bend, Ind.

**FOR SALE**—New 25,000 bu. elevator in Ill. Can show good business and best of reason for selling. Priced right. Would consider good land in exchange. Address Center, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**: An elevator in N. D. on the Fargo Southern Div. of the Milwaukee R. R., also an elevator in Minnesota on the M. & St. L. Both are bargains. Address J. K. Elliott & Co., 301 Flour Exchange, Minneapolis, Minn.

**IF you are wanting to purchase** a large or small mill or a good elevator in Kansas, Oklahoma or Nebraska, write me, as I have a list of good properties for sale. C. E. R. Winthorn, Room No. 404, Sedgwick Block, Wichita, Kan.

**FOR SALE**: 25,000 bu. elevator and feed mill in southwestern Minn. Equipped with dump scales, hopper scales, cleaner, two engines and feed mill. Good wood, feed and seed trade. Address W. T., Box 7, Grain Dealers Journal, Chicago, Ill.

**TWO FIRST CLASS ELEVATORS** for sale in North Dakota; good business; large territory; no farmers or independent elevators at these towns. Can be bought very reasonable. Address Berg, Box 1, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE**—We have a large list of extra good bargains in elevators in first-class locations, doing good business. Write for prices, terms and descriptions, giving location you prefer. Iowa Mill & Elevator Brokers, Independence, Iowa.

**FOR SALE**—60,000 bushel cribbed elevator plant, including corn cribs, coal houses, etc., handling 300,000 bushels grain annually. Plant in first class condition, all well equipped. Price \$8,000. Address Rola, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevators handling from 100,000 bu. up to 400,000 bu. annually. located in good towns in Illinois and western Indiana. Write, phone or list of all come and see me. Have long list of satisfied purchasers. James M. Maguire, Campus, Ill.

**MINNEWAUKAN, N. D.**, 15,000 bu. eltr., feed mill, wood yard, coal sheds, Wood saw on private property; seven lots, R. R. tracks in yard with fine residence in heart of city; do \$100,000 business each year. Consideration \$8,000. Chas. S. McGlenn, Minnewaukan, N. D.

**FOR SALE**—Grain, Coal and Feed Business in central Ill., consisting of 5,000 bu. elevator, 24 h. p. gasoline engine, feed grinder, etc. Large hay barn, coal sheds, two horses, two wagons, harness, etc. Cause for selling, ill health. Price \$6,000. McCrackin Bros., Normal, Ill.

**ELEVATORS FOR SALE.**

**FOR SALE**—Up-to-date elevator located in Darke Co., Ohio; 35,000 bu. capacity, steam power, on Big 4 R. R. Latest machinery to handle ear corn, etc. Good town, schools, etc. Address Rem, Box 9, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Elevator, Grain, Feed and Coal business in central Indiana town of 3,500 to 4,000 population. Business first class; one competitor; large territory, good reason for selling. Buildings all good. Good site for mill. Plenty of side track. Address Bec, Box 9, Grain Dealers Journal, Chicago, Ill.

**ELEVATORS FOR SALE**—3 elevators on R. I. in western Iowa, 2 with lumber yards, all with coal. 7 on M. & St. L. between Des Moines and Ruthven, taken together as good if not the best small line in the state. May consider Iowa improved farms for part. Answer L. B. 1055, Des Moines, Iowa.

**FOR SALE**—100,000 bushel elevator on the Chicago & Eastern Illinois railroad, in western Indiana, located about 100 miles from Chicago. This is one of the best elevator properties in Indiana, does a business of about 300,000 bushels a year. Write for description. Address Dence, Box 9, Grain Dealers Journal, Chicago, Ill.

**ONE SPECIAL ELEVATOR BARGAIN**, L. S. & M. S. R. R., N. Ind.; 10,000 city; shipped 275 cars; very large retail; good property; cleared \$7,540 last yr.; \$18,000—terms; best reasons. One line, fine house, county seat, with 4 small stations; \$10,000, good bargain; will trade for land or business. Every kind of other elevator bargains. Getting late, must hurry. Come or meet us. John A. Rice, Frankfort, Ind.

**FOR SALE OR TRADE**—A 20,000 bushel elevator in first class repair and as good as new. Located at the best wheat and corn station in Oklahoma. The new crop is almost ready to harvest, and it promises to be the biggest harvest for years. This town received from wagons last year 450,000 bushels of wheat and 200,000 bushels of corn. No better location for any one wanting an elevator location. Write or see J. H. Moore, Pond Creek, Oklahoma.

**8,000 BU. ELEVATOR** in good Iowa town of 700 for sale or trade for land in N. D. or S. D. Equipped with practically new 20 H. P. boiler and engine, and one pair rolls, Willfords three roll mill, capacity 50 to 65 bu. per hour; 300 ton new coal bins. Everything in first-class condition. Located on I. C. R. R. Will give immediate possession, but prefer not to until spring. Terms half cash, balance will take mortgage. Address G. H., Box 10, Grain Dealers Journal, Chicago, Ill.

**FOR SALE or trade**. Three elevators at two stations on I. C. R. R. Best stations in Central Illinois. One station capacity two elevators 110,000 bu. part ear and part shelled cribs 6,000 bu. We handle 450,000 bu. annually. Other station capacity 30,000 bu. and handle 125,000 bu. annually. Best competition at larger station and none at other. All buildings in best of condition. Good churches and schools. Reasons for selling, other business. Will trade for Illinois land or can give time on half. Address Hac, Box 4, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

TWO ILLINOIS ELEVATORS for sale at a bargain. 60,000 bus. eltr. on the I. C. R. R. handles 200,000 bus. corn and oats yearly. Also a 35,000 bus. eltr. nearby on same road which will handle 100,000 bus. annually. Both new and well equipped. Good coal trade at each station. Address C. C. C., Box 6, Grain Dealers Journal, Chicago, Ill.

FOR SALE.—25,000 Bushel Elevator. In one of the best grain sections of Northern Oklahoma. Good live town, 500 inhabitants. Best of schools and churches. This elevator is equipped with Fairbanks Morse engine and hopper scale, also No. 3 Invincible clipper. Office and scales near enough to elevator so that one man can take care of both. Competition the best in the world. This elevator has averaged 37% net profit on the investment for the past four years. We have one of best prospects for wheat crop ever known, and a very large oats acreage sown. Best of reasons for selling. Address Elevator, Box 9, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

WANTED—Capable Book-keeper and one who understands scale work in country elevator office. Address C. E. Finley, Joliet, Ill.

WANTED—A competent foreman for a terminal mixing house; one capable of handling barley and other grains. Good position for right man. Address T. F., Box 10, Grain Dealers' Journal, Chicago.

EXPERIENCED GRAIN ELEVATOR MANAGER WANTED.—One familiar with the natural and clipped oat trade, to take charge of a large Michigan elevator. Address X. C., Box 10, Grain Dealers Journal, Chicago, Ill.

WANTED—A man to take charge of a country elevator in Wisconsin handling barley exclusively. We want some person that has a knowledge of the barley business. State experience, whom you have been employed with for the past five years and salary expected. Address E. M. C., Box 10, Grain Dealers Journal, Chicago, Ill.

MICHIGAN ELEVATOR MANAGER WANTED. An experienced elevator man who understands the bean and potato business, and who will take an interest to the extent of one to two thousand dollars, can secure a position as manager and part owner in a money making proposition. Good location, ample capital, splendid chance for right party. No one but experienced parties need apply. Reference required. Address Henry, Box 9, Grain Dealers Journal, Chicago, Ill.

## MISCELLANEOUS.

A BARGAIN. Account of poor health, I will sell my Coal and Feed business, old established and largest in county, at a sacrifice. Located on the B. & O. Write at once. W. H. Young, Chardon, O.

GALLATIN VALLEY LANDS. We have the exclusive sale of 14,080 acres of good Agricultural land, located a few miles from this city. These lands will be sold in tracts to suit, on easy terms at prices that will make every investor money. Write for list and full description. H. S. Buell, Bozeman, Mont.

## ELEVATORS WANTED.

WANTED to trade for a good elevator. F. P. Hawthorne, McPherson, Kans.

ELEVATOR WANTED—Will trade good corn farm. L. G. Vincent, Odell, Ill.

ELEVATOR WANTED in Northern Ill. in exchange for good improved farm 1½ miles from Butterfield, Minn. L. B. 3, Millington, Ill.

OKLAHOMA or Kansas elevator wanted in exchange for 320 acres good land in Garfield Co., Okla. Address Henry Bird, Shattuck, Okla.

WANTED: To buy an elevator at good point in N. Dak. State full particulars in first letter. Address John, Box 7, Grain Dealers Journal, Chicago, Ill.

WANTED to lease or buy elevator handling from 75 to 100,000 bu. with good coal business. Prefer western Ohio or eastern Ind. Address Lock Box 331, Greenville, Ohio.

WILL PAY CASH for an elevator on a good line in a good live town in central Ind. handling 150,000 or better. Address K. L. E., Box 7, Grain Dealers Journal, Chicago, Ill.

## FOR RENT.

FOR RENT: Elevator at Wall Lake, Iowa. 12,000 bu. capacity. Address C. M. Herrig, Wall Lake, Iowa.

FOR LEASE.—For term of years, warehouse and elevator located on the Mo. Pac. in Kansas City, Kansas. Warehouse capacity 600 tons of hay, chop mill 800 bags, grain storage 7,000 bus., all nicely and conveniently arranged, new and in first class condition. Unequaled shipping facilities to all points, and especially the south. This is a money maker. Write for particulars. Address Warehouse, Box 6, Grain Dealers Journal, Chicago, Ill.

## MILLS FOR SALE.

FOR SALE 60 bbl. Plansifter Mill at Dry Ridge, Ky. Plenty wheat, fine grist trade. Rare chance for first-class miller who has little money. Address Robt. Taylor quick, Higginsport, O.

80 BBL. STEAM FLOURING MILL for sale. Good location, paying business. Also twelve-room house and seven acres of land. Price \$3,800. For full particulars address Decatur Milling Co., Cole Co., Decatur, Mo.

## SITUATIONS WANTED.

POSITION WANTED as manager of elevator; have had four years experience in grain. Address R. R. Letner, Ash Creek, Minn.

POSITION WANTED as mgr. of eltr. line or as traveling solicitor. 10 yrs. experience. Address H. C. N., Box 2, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of a grain business; 15 years experience. Best references furnished. Address Val, Box 7, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED. Country grain business, as manager or helper. Age 25, five years experience. Address L. I., Box 9, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with grain firm; five years experience; can handle steam or gas power; references. Address B. G. W., Box 10, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as grain buyer in country town. Two years experience. Norwegian and American spoken. Address P. E. R., Box 8, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED as engineer or fireman in a steam mill or elevator, either in Kansas, Missouri or Oklahoma. Have had experience. Address J. O. Archer, Box 115, Caney Kansas.

POSITION WANTED in some north-western state as manager or office man for a grain firm. Can give best of references. If interested answer. Address S. F., Box 10, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with grain co. in southern Kans. Have had 5 years experience in grain business. Work any capacity. Reference furnished. Address Kansas, Box 8, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED as manager, bookkeeper and general office man by an experienced married man; fully competent to buy, weigh and sell; steady, temperate and industrious. Address Ridge, Box 7, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager or buyer by married man, at a country station. Indiana or Illinois preferred. 3 years experience. Best of references and bond given. Address Mason, Box 8, Grain Dealers Journal, Chicago, Ill.

## PARTNERS WANTED.

FOR SALE—Two-thirds interest in a first class 300-barrel flour mill and 30,000 bushel elevator; excellent location. Very favorable opportunity for milling and grain business, especially bean business. Address Dee, Box 10, Grain Dealers Journal, Chicago, Ill.

A GOOD CHANCE for an active, experienced grain man who wants to invest a small amount of means and establish a business for himself. None but good, capable men with good recommendations need apply. Eastern Illinois. Address I. H., Box 10, Grain Dealers Journal, Chicago, Ill.

## TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, yet cost you only 15 cents per line. Try it.



**ENGINES FOR SALE.**

GASOLINE engines for sale, 10 h.p. Temple Pump Co., 15th Place, Chicago.

20 H. P. GAS ENGINE FOR SALE. American Hardware Mfg. Co., Ottawa, Ill.

FOR SALE: 5 H. P. Fairbanks, Morse & Co. gasoline engine in first class condition. Inquire of G. B. Hager, Dwight, Ill.

20 H. P. OTTO GAS OR GASOLINE Engine for sale. Just rebuilt; price \$300. Murray Iron Works Co., Burlington, Iowa.

FOR SALE—18 H. P. gasoline engine in good running condition. Price \$180. Comet Motor Works, 47 S. Canal St., Chicago, Ill.

FOR SALE.—17 H.P. McVicker automatic gasoline engine; 1-3 H.P. Webster gasoline engine. Both in good order; both are good engines. T. F. Reynolds, L. B. 276, Cynthia, Ky.

FOR SALE—7 H. P. McVicker, 35 H. P. Columbus. Nearly new; can be seen in operation at our factory. An extra bargain before removal. J. F. Schulz, Box 176, North Chicago, Ill.

GAS AND GASOLINE ENGINES FOR SALE. Also steam engines, electric motors and generators. Complete plants installed. Ridgway Dynamo & Engine Co., 907 Andrews Bldg., Cincinnati, Ohio.

FOR SALE—A Bargain. 1 Corliss engine, 120 H. P.; condition, first class in every respect; cylinder 14 x 42; diameter of fly wheel 12 feet; revolutions per minute 18. Offered for sale because of change to electric power. Hastings Table Co., Hastings, Mich.

FOR SALE: 12 H. P. and 16 H. P. White Stationary gasoline engines; 20 H. P. 4 cylinder marine engine; 15 H. P. steam engine and boiler on skids; 12x8½x10 duplex Worthington steam pump. All in excellent condition. Address Enterprise Machine Co., Minneapolis, Minn.

**GAS ENGINES FOR SALE**

- 22 H.P. Fairbanks-Morse.
- 16 H.P. Fairbanks-Morse.
- 12 H.P. Fairbanks-Morse.
- 8 H.P. Fairbanks-Morse.
- 20 H.P. Otto.
- 8 H.P. Otto.
- 10 H.P. Ohio.
- 25 H.P. Columbus.
- 10 H.P. Webster.

Also fifty engines of smaller sizes and all makes. A. H. McDonald, 36 W. Randolph St., Chicago.

SLIGHTLY USED GASOLINE ENGINES. 1-12 HP Webster engine, latest improved, in use nine months, \$275; 1-10 HP Webster engine, latest improved, used about one year, \$250; 1-6 HP Foos engine, latest improved, used 15 months, \$175; 1-10 HP latest improved Springfield engine, used two years, \$160; 1-4 HP Cornell engine, good as new, \$100; 1-3 HP Webster engine, used 6 months, \$85; 1-3 HP Webster engine, with tube ignition, only \$50; 1-3 HP International engine, used two months, with or without trucks, \$98. Allen P. Ely & Co., 1110 Douglas St., Omaha, Neb.

**ENGINES AND BOILERS.**

FOR SALE—Seventy horse boiler and sixty horse engine. Price \$175. Bargain. E. W. Jones, Russellville, Mo., R. F. D. No. 2.

FOR SALE—40 horse power horizontal tubular boiler. Insurance Co. is carrying it at 75 pounds pressure. G. B. Griffin, Charleston, Ill.

FOR SALE—80 H.P. boiler and engine, good order. Grinder and clipper as good as new. No use for them. C. J. Meyer, Frankfort, Ill.

FOR SALE—Two (2) J. Mohr & Sons 85 H.P. Boilers in good condition. Address Mueller & Young Grain Company, 2 Sherman St., Chicago, Ill.

**GOOD BOILERS FOR SALE.**

4-60 In. Diameter 16 ft. long, 90 H. P. 58 Flues.

Address South Chicago Elevator Co., 240 La Salle St., Chicago, Ill.

**FOR SALE.****ENGINES AND BOILERS.**

Engines—Corliss, Automatic and Throttling, all sizes from 1 to 500 H. P. Boilers—Horizontal, Portable and Vertical, all sizes from 1 to 200 H. P. Pumps, Heaters, Tanks, Saw Mill and General Machinery.

Write for our prices on your requirements.

The Randle Machinery Co.  
1748 Powers St. Cincinnati, O.

**MACHINES FOR SALE.**

FOR SALE.—One No. 5 Eureka Oat Clipper in good repair. The Cleveland Grain Company, Cleveland, Ohio.

FOR SALE: Western Corn Sheller, No. 2½; capacity 400 to 500. Good as new. Address A. H. Richner, Crawfordsville, Ind.

FOR SALE—One stand Willford light running three-roller mill. Size O. In good condition. Price right. Address F. O. Box 838, Piqua, Ohio.

FOR SALE—One Double 6x16 feed roll, newly corrugated for all class of work; also a 20 inch under runner French buhr as good as new. Prices right. Address E. Brunner, Hope, Kans.

FOR SALE—1 No. 2 Cornwall Corn Cleaner, 1 Eureka Flour Packer, with tribes, old style, 1 N. & M. rouble roller mill "7x14." 1 Little Wonder reel in Richmond frame. All in good condition. Schalk Bros., Anderson, Ind.

**TWO GOOD BARGAINS.**

One No. 2½ western reel corn cleaner, good as new, was only used a short time.

One No. O Richmond Empire separator. Good as new also. Write for description and prices.

A. S. Garman & Co., Akron, Ohio.

TWO NO. 8 MONITOR dustless warehouse separators, equipped with all screens necessary for cleaning wheat, barley, oats and flax. These machines are as good as new and have given excellent service. We also offer one country elevator "weighing in" scale, complete, 60,000 lbs capacity, and one power unloading shovel. Write for particulars to the Geo. C. Bagley Elevator Company, 54 Chamber of Commerce, Minneapolis, Minn.

**SCALES FOR SALE.**

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

FOR SALE one pair of Fairbanks track scales, second hand. S. W. Allerton, Allerton, Ill.

ONE 600 BU. Fairbanks hopper scale, good as new, for sale. Address McLeod Bros., Bloomington, Ill.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

FOR SALE: New and second hand wagon, hopper and R. R. Track scales at reduced prices. All kinds of scales repaired. Beckman Bros., Des Moines, Iowa.

SCALES of all kinds repaired rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, Ohio.

STANDARD SCALES for mill and elevator purposes. Steel frames for all standard make of scales. We meet every requirement of the best of the grain trade. Standard Scale & Mfg. Co., 601 East Court Ave., Des Moines, Ia.

REFITTED SCALES. 1-60 ton, 36-ft. Fairbanks Railroad track scale good as new, \$300; 1 No. 1304, 1,800 lb. Miller and Grain Dealers' Fairbanks scale on wheels, good as new, \$15; 1 600 lb. Buffalo platform scale, \$5; 1-3500 lb. Fairbanks platform scale with drop levers, \$37.50; 1-3500 lb. dormant Fairbanks platform scale, \$35; 1-4 ton Fairbanks Wagon Scale with double beam, \$55; 1-700 bu. Howe Hopper Scale, \$125; 1-300 bu. Fairbanks hopper scale, \$85. Allen P. Ely & Co., 1110 Douglas St., Omaha, Neb.

**MISCELLANEOUS FOR SALE.**

OPERATE YOUR GASOLINE ENGINE on kerosene, our generator valves do the business. Ideal Vaporizer Co., Box 288, St. Joseph, Mo.

GRAIN TESTERS: Three sizes, one pint, one quart and two quarts. Guaranteed correct, sent on trial. Write for prices. A. S. Garman Co., Akron, Ohio.

GRAIN PURIFIER FOR SALE. Can be installed in any elevator. It is a great money maker. For further information address Lock Box H, Earl Park, Ind.

BELTING, ETC., FOR SALE. Belting, Pulleys, Shafting, Oils, Greases, Roofing, Car Pushers, Boiler Compound, Injectors, Grates, Packing, Lace, at right prices. Miller Oil and Supply Co., Indianapolis, Ind.

FOR SALE: two two-compartment Greiner moisture testers for gas, with glass flasks, etc. Used not to exceed six times. Price complete, \$25.00 each f. o. b. Chicago. Address Hess Warming & Ventilating Co., 907 Tacoma Bldg., Chicago, Ill.

**ENGINES WANTED.**

WANTED—75 H. P. Steam Engine and boiler. Address Red Top Grain Company, Hinton, Okla.

## CORN FOR SALE.

WE ARE OPERATING 18 stations in Iowa and Missouri. Also handle Omaha corn. Will quote you any time on ear or shelled corn. Write us before you buy. R. W. Taylor & Co., Runnells, Iowa.

**CHOICE NEBRASKA CORN FOR SALE.** Wire us at our expense for prices on choice Nebraska No. two corn, delivered at stations in Iowa, Illinois, Minnesota and Wisconsin. Cavers Elevator Co., Omaha, Neb.

## SEEDS FOR SALE.

**GRASS SEED,** Seed Grain, Onion Sets, Cow Peas, etc., for sale. D. I. Bushnell & Co., St. Louis, Mo.

**KANSAS GROWN Alfalfa** and other grass and field seeds for sale. Address J. G. Peppard, Kansas City, Mo.

**ALFALFA SEED.** Northern grown. Non-irrigated. While it lasts we will guarantee the seed which we now have to be free from Dodder and Trefoil. Right prices. Also choice stocks of Cow Peas. The J. E. Wing & Bros. Seed Co., Mechanicsburg, Ohio.

## COTTON SEED MEAL FOR SALE.

**COTTON SEED MEAL** for sale. We are manufacturers. Can quote low prices on best grades. Chickasha Cotton Oil Co., 136 L. S. Exchange, Kansas City, Mo.

**PURE OWL BRAND COTTONSEED MEAL.** Known every where for its high feeding qualities. Registered analysis. Write for prices and booklet on feeding. F. W. Brode & Co., Memphis, Tenn.

## COTTON SEED MEAL FOR SALE.

Cotton seed Meal.  
Cotton seed Hulls.  
Cotton seed Hull Bran.  
Ground Rice Hulls for filling.  
Malt Sprouts.  
Brewers Grains.  
Wheat and Oat Screenings.  
Peacock Cottonseed Meal Co., P. O. Box 44, Memphis, Tenn.

## MISCELLANEOUS WANTED.

**WANTED**—1 300, 400 or 500 bushel elevator scales and hopper. 1 3 roll high feed mill. 1 good meal bolter. John Holliday & Son, Greentown, Ind.

**WANTED**—Parts to Invincible No. 2 Oat Clipper, to patch my machine. Write me if you have a worn-out clipper. J. E. Surratt Grain Co., Hubbard, Tex.

**WANTED**—30 H. P. Gas engine for natural gas; 1 corn and cob crusher; 2 feed mills. All must be first class condition. 1 15 light electric dynamo; 1 100 or 150 light electric dynamo. Schultz Seed Co., Olney, Ill.

## MOTORS FOR SALE.

**FOR SALE**—Two 20 H. P. Wagner Electric Motors, first class condition. Or will trade for 30 H. P. Gas Engine. Schultz Seed Co., Olney, Ill.

## SEEDS WANTED.

**WANTED**—Red, Alsike and Mammoth Clovers, Timothy and Millet seeds. J. G. Peppard, Kansas City, Mo.

**WE ARE** in the market for Clover, Alfalfa, Millet, Cane Seed. If any to offer send samples and quote prices. Younkerman Seed Co., Council Bluffs, Ia.

**WANTED**—To buy millet for chicken feed, small lots or car load. Please send sample and price and state how much you have to offer. Address P. O. Box 772, Peoria, Ill.

## GRAIN WANTED.

### DAMAGED CORN WANTED.

Hot and Damaged Corn wanted. Address Melrose Milling Co., Evansville, Ind.

**HOT AND DAMAGED CORN** of every description wanted. Address L. F. Miller & Sons, 2931 N. Broad St., Philadelphia, Pa.

## THE TOLEDO FIELD SEED CO. CLOVER AND TIMOTHY SEED

Consignments Solicited.  
Send Us Your Samples.  
ASK FOR OUR DAILY BIDS  
TOLEDO, OHIO

## POPCORN WANTED.

**POPCORN**—Those having this commodity for sale submit 4 oz. sample with lowest price, shelled, cleaned and sacked, any track. Bradshaw Co., 286 Greenwich St., New York.

## GRAIN FOR SALE.

**FOR SALE**—Oats and corn in car lots. Ask for quotations. Buckland Milling Co., Buckland, Ohio.

**FOR CHOICE Kansas Milling Wheat**, either "Turkey" or the ordinary "Hard" variety, Kaffir Corn or Cane Seed, write The Western Grain Co., Wichita, Kan.

**WHY USE BRAN?** Give ALFALFA MEAL a trial. Feeding value greater and costs less. Write for samples and prices. F. G. Olson Grain Co., Wichita, Kansas.

## BALE TIES FOR SALE.

### HAY BALE TIES.

Large stock, low prices.  
Prompt shipment. Write us.  
J. G. Hermann & Co., Indianapolis, Ind.

## ALFALFA MEAL and Alfalfa Stock Foods

The most economical, the least expensive. Write for prices.

H. C. THOMPSON, Wichita, Kan.

# KAFFIR KORN

## J. R. TOMLIN GRAIN CO.

Kansas City - - - - - Missouri

## THE ALBERT DICKINSON CO.

Clovers  
Timothy  
Flaxseed  
Bromus inermis  
Dwarf Essex Rape Seed  
Main Office, CHICAGO, ILL.

# SEEDS

Blue Grass  
Orchard Grass  
Millets, Hungarian  
Redtop, Seed Corn  
Peas, Beans, Bags, etc.  
MINNEAPOLIS, MINN.

## DO IT NOW.

## GRAIN DEALERS JOURNAL

285 La Salle St., Chicago, Ill.

**Gentlemen**—Enclosed find One Dollar and Fifty Cents for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

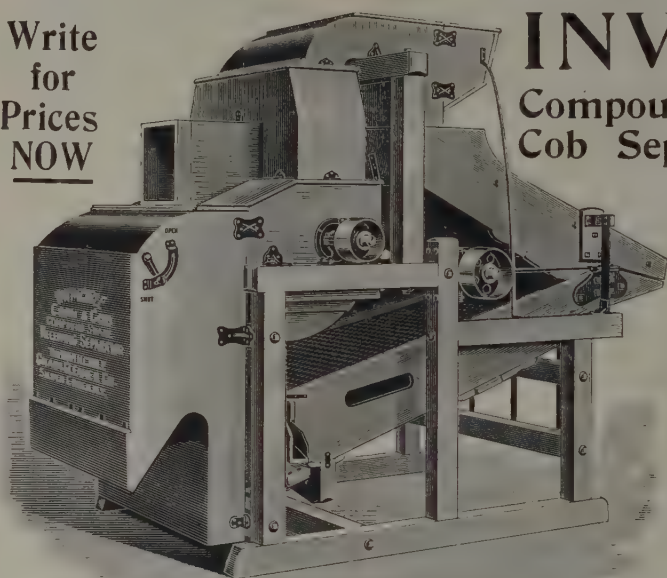
Capacity of Elevator Post Office.....

bus.

State.....



Write  
for  
Prices  
NOW



# INVINCIBLE

## Compound Shake Corn and Cob Separator and Cleaner

Endorsed by all Grain Dealers

Ridgeville, Ind., Jan. 10, 1908.

Gentlemen:—

In regard to the INVINCIBLE Corn and Cob Separator which I am operating, I must say that it is a **perfect** machine. It separates the corn from the cobs **without a bit of waste** and separates the blasted and black grain from the good corn, taking out all broken and ground-up cobs and ground-up corn made by the sheller, leaving the good corn perfectly clean. It also cleans beans to perfection. The air separations are reliable and easily controlled and can be set to take out much or little, as the operator may desire. I am perfectly satisfied with the machine.

Yours truly,

J. BANNING.

**T**HIS MACHINE is built for cleaning corn and separating the cobs from shelled corn as it comes from the sheller. THIS MACHINE is equipped with screens for cleaning wheat, oats and other grain. Its motion is the INVINCIBLE form of compound shake, which holds the cleaner steady while running. Put it any place in the elevator and it will do good work.

For **HOW IT RUNS** write **Invincible Grain Cleaner Co., Silver Creek New York**

## Monitor Grain Cleaning Machinery

Separators--Scourers--Oat Clippers

## Monitor Flax Cleaners

For Cleaning Flax--Cleans Down To 2%

## Monitor Cracked Corn Separator

For Feed Mills--Does The Work Of Two Machines

WRITE FOR OUR CATALOG

**HUNTLEY MFG. CO., Silver Creek, New York**

### BRANCH OFFICES:

203 Traders Bldg., Chicago, Ill., F. M. Smith, Agent.  
121 Front St., New York, N. Y., W. K. Miller, Agent.  
10 Board of Trade, Kansas City, Mo., H. C. Drave, Southwestern Agent.

316-318 4th Ave. So., Minneapolis, Minn., A. F. Shuler, Agent.  
Mississippi and 17th Sts., San Francisco, Cal., Berger-Carter Co., Pacific Coast Agents.  
S. J. McTiernan, St. Louis, Agent, Terminal Hotel.

## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month  
by the

### Grain Dealers Company

255 La Salle Street, Chicago, Ill.  
CHARLES S. CLARK,  
Manager.

#### Subscription Rates

To United States, Canada and Mexico one year \$1.50; two years \$2.50.  
To Foreign Countries within the Postal Union, prepaid, one year \$2.50; two years \$4.00.  
A Red Wrapper on your Journal means your subscription has expired.

#### The Advertising

value of The Grain Dealers Journal as a medium for reaching the progressive grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms place your announcements in the leading Journal.

The rate for Advertisements in the "For Sale" and "Wanted" Departments is 15 cents per line for each insertion.

#### Letters

on subjects of interest to those engaged in the grain trade, news items and crop reports are always welcome.

Entered as Second-Class Matter Aug. 5, 1898, at the Post Office at Chicago, Ill., under Act of March 3, 1879.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., MAY 25, 1908.

THE CLEAN elevator is as repulsive to weevil as to the fire fiend.

WEIGHMEN as well as scales at many points need brightening, renewing. They are rusted out and useless.

EVEN weight bags do much to obviate difference as to car's contents. Grain so packed for retail trade is more easily sold.

THE crop expert who is nightly robbed of rest by ruthless attacks of voracious red rovers can not be expected to report other than the complete destruction of the wheat crop by bugs.

TELEPHONE cos. in all parts of the country increased their receipts by withdrawing night rates and coupon books, and it is but natural that extensive users of such means of communication should do just as Texas dealers propose to do—seek relief thru legislative regulation.

SHIPPERS as well as buyers are entitled to a voice in the making of rules for the grading of grain, a voice in the selection of inspection and appeal committees, but they will never get it until they insist upon having it. In fact, until then they can not lay claim to deserve such recognition.

RED TICKETS, souvenirs of deferred inspection at terminal markets, will be worn by many shippers at the 15th annual convention of the Illinois Grain Dealers Ass'n in Springfield, June 9 and 10.

WEIGHING facilities are being improved very rapidly, but when we consider the country has over 25,000 grain elevators and warehouses, the task of bringing their weighing facilities up to date is seen to be a large one.

DOCKING at terminal markets has not been discussed by shippers associations for so long a time, the dockers must feel that their action is being considered with "more fairness by shippers" than heretofore. The shippers alone are to blame.

NORTH DAKOTA shippers propose to organize a vigorous campaign against the 120% tariff on flaxseed, which northwestern carriers are seeking to force upon them. If they submit to this imposition they must expect others to be attempted.

EVEN an Iowa cyclone has attempted to break into the corn market, one having visited Albia recently and run away with a corn crib. The rumor that the crib full of corn had been whirled to Chicago was in error, at least the corn bulls know naught of it.

THE shippers who have no time to post themselves as to their rights, their responsibilities and duties to those with whom they do business find it necessary to do much manual labor in order to save money, which they lose thru not being posted. Is their way the best?

RECEIVERS who neglect to return official certificates of weight and inspection to shippers must expect shippers to look with suspicion upon their retention, especially when returns are unsatisfactory. They belong to shipper and properly should be attached to account of sale.

MANY elevators seem to have been built to sell rather than to handle grain. Speculators get hold of them, paint them attractively and pass them on to unsuspecting buyers. One purchaser of such a house in Kansas relates that he put 1,000 bushels of grain into it before he discovered that it cost him more to get the grain out of the elevator than it would to sack and load the grain purchased by hand.

UNIFORM Bs/L would have been used everywhere long ago had the carriers' greed not run away with their discretion. Shippers will never agree to the 120% clause, and those who are posted as to their own interests will sign away none of their common law rights. Shippers are just as anxious as carriers to have uniform Bs/L, but they will never sacrifice all their rights as shippers in order to get it.

THE ADVICE given to members of the Texas Ass'n by their Arbitration Comité in its short but forceful report published in this number is most excellent and merits careful reading by every dealer of the land. The Texas Ass'n was the first to arbitrate trade differences and dealers elsewhere naturally watch with eager eye any innovations instituted by it.

MORE intelligent care in the cooping of cars, the weighing and billing of grain will entitle every shipper and secure for him more respectful attention from both carriers and receivers. By sloppy, careless methods which give evidence of reckless disregard of the value of grain, shipper encourages others thru whose hands it passes to treat it with similar consideration.

SCOOPERS are not entitled to as many cars as a regularly equipped dealer is the decision of the Interstate Commerce Commission reported in another column of this number. Railway station agents who feel friendly to the regular dealer will no doubt be pleased to learn that the demands of a scooper may be practically ignored when a regular dealer needs the cars.

NEBRASKA'S State Railway Commission is said to be receiving complaints from different sections of the state to the effect that many country elevators are being closed. Plaintiffs insist that the elevators are closed for the purpose of hammering down the prices, which is an error. The elevators are closed because their owners cannot operate them at a profit. Many sections have a surplus of elevators so that profits during the dull season can hardly be expected.

TRADE RULES of both the Oklahoma and the Texas Grain Dealers ass'ns have been amended and improved, as is reported in accounts of their annual meetings published in this number. It is not to be expected that perfection will be attained in this matter of regulating the settlement of disputed points for years to come, but the making of changes evidences an active desire on the part of dealers to settle differences equitably. They are striving to advance as is clearly shown by the changes made.

PITTSBURG receivers are having such a difficult time collecting for grain lost or damaged by last year's flood when in care of B. & O. R. R., that they are using their influence to divert the grain from that line, consistently maintaining that they cannot afford to take chances with a line which neglects to take care of property. No doubt at least one of the cases will be fought thru the Supreme Court. The sooner shippers learn of the carriers who are disposed to treat them unfairly the sooner will they throw all of their business to other lines.



ENTIRELY too many prospective improvers are deferring letting of contract until new crop is assured. The natural result will be that in the grand rush to get ready to receive grain, late comers will get the poorest workmen, poorest service, suffer more irritating delays and in the long run pay more for the same plant.

THE relations between grain dealers, millers and carriers can not be expected to be very cordial until the conditions brot out by the discussion of this subject at the Texas meeting are complied with. It is easy for strangers to have disputes. Friends can not help but make some allowances for misunderstandings. Confidence cannot be obtained without frankness and honesty.

THE Canadian government proposes to go even further than has been suggested by the paternalistic champions of U. S. federal inspection. It proposes to establish official inspectors wherever an elevator exists regardless of its size or business done. The grain men will pay the bill. If the respective governments continue their campaigns of interference with private businesses they will soon have all the people working for the government.

NO DOUBT the oats acreage has been greatly reduced by the continued wet weather, but judging from many reports received the yield may more than make up for the reduced acreage, as the stand is said to be splendid nearly everywhere. Farmers are already offering to sell new oats. They know that if the crop is a failure or if the price goes up higher, they can ignore contracts made so early without even offending the grain dealer upon whom loss is forced.

WHEN you load damp or hot grain into a car, bear in mind that heating grain when stored in a tight bin or box car shrinks greatly. Your grain is no exception to the rule. One car shipped by the Shellabarger Elevator Co. recently was delayed in transit 32 days, delayed between inspection tracks and elevator 22 more days, so that when it finally reached receiving elevator it was 3,000 pounds short. It is much easier and more economical to clean and cool grain thoroly before putting it into car.

GOOD ROADS conventions are popular, and no doubt will result in much benefit to grain growers everywhere. One Good Roads Congress will be held in Chicago June 15 and another in Denver July 6. Many roads have been absolutely impassable for some time, altho farmers would have enjoyed nothing better than to have had the privilege of marketing grain still in store. The fields were too wet for them to work, but they have given the roads so little attention in the past they could not utilize their time by marketing grain at the top price.

DOCKAGE is to be stopped at Memphis, the Merchants Exchange having instructed its chief weighmaster to stop docking bulk grain and hay received in that market. The practice is absolutely indefensible and in the course of time must be discontinued by every market as shippers will always give the preference to the non-docking market. As the margin of profit becomes smaller and smaller shippers will be compelled to watch more vigilantly for the small losses. Dockage must be discontinued everywhere or its toleration encourage the establishment of other slack practices.

AS MARGINS of profit in localities where speculators have built from four to twelve elevators at a station are reduced, the number of elevators will also be reduced. Doubtless many houses in the Northwest will be torn down and moved to new stations this year, as owners are finding it difficult to obtain interest on their investment. No elevator should be built at a station already having one or two elevators, unless there is a prospect of its handling at least 100,000 bushels of grain. The large number of line elevators erected at many stations are directly responsible for the dissatisfaction among grain growers, and no doubt has been the cause of discontent and co-operative elevator companies.

THE NATIONAL Slack Cooperage Mfrs. Ass'n at St. Louis last week adopted resolutions demanding the abolition of the Interstate Commerce Commission because it makes just the rates wanted by the railroads and ignores the interests of shippers. One of the principal reasons the commission has accomplished so little in the way of adjusting rates is that Congress and The President has loaded it down with numerous other duties. The work is far from being satisfactory even to members of the commission, but conditions are far better for the average shipper than in the days of discrimination and rebates and a steady, tho slow improvement in shipping conditions may be expected to come about.

REINSPECTION would be called for less frequently if more competent track inspectors were employed and they more thoroly schooled in careful work. If shippers demand reinspections solely as the result of a misunderstanding of what is meant by the rules then they should be given needed instruction. The delay in making reinspections seems to be chargeable solely to slow transfer of cars by carriers from outlying inspection tracks to reinspection tracks. The time now taken for such transfers is inexcusably long drawn out, but they will be made quickly if shippers and receivers join in vigorous protests to the offending lines. A few law suits for damages resulting from the delays might also hasten the needed reform.

FLAT BOTTOM bins should not be tolerated in any elevator, as the labor of cleaning them is so great and unpleasant grain of other kinds and grades is likely to be placed therein occasionally without bin's first having been well cleaned. This will result in deterioration and in an accumulation of dirt and filth which is sure to prove a breeding nest for weevil and grain infesting insects of all kinds. The self-cleaning bin, garner and sink may cost a trifle more to construct, but the extra cost is paid but once, while the extra cost of operating the flat bottom bin is paid every time bin is emptied.

RAIL CARRIERS seem determined to utilize every opportunity to make the life of the grain dealer more burdensome. The latest offender along this line is the Great Northern Railroad, which has issued a rule to the effect that elevator loading spouts must be at least 16 feet above the rails and project not more than one foot from elevator. The time will come when elevator owners will not tolerate petty rules and regulations given out by the railways, but will build elevators on their own land and thereby reduce the difficulty of collecting damages caused by locomotive sparks and escape charges now levied by carriers.

BANKS which send grain shippers drafts attached to Bs/L around the world for collection, as complained of by Texas dealer should be required to stand for all demurrage due to consignee's inability to get the grain, as well as for deterioration of the quality or value of the grain, and losses due to paper being entrusted to out of way banks. In their efforts to establish a credit balance at point needed, banks send such drafts far out of the way and often to the great disadvantage and cost of the drawer. However, the practice will be continued until shippers make a determined demand to have their drafts sent direct or do so themselves. The remedy is in their hands.

FREIGHT traffic managers claim to have found a new, simple and sure reviver of commercial prosperity—an advance of 10 to 20% in freight rates. Inadvertently, they neglected to tell shippers affected the true purpose of the extra tax on their business before the sufferers protested against any advance until the reasonableness of the proposed rates has been passed upon by the Interstate Commerce Commission. The shippers very fairly insist all parties at interest should be heard by the commission before deciding. Carriers in their intense desire to pay dividends upon billions of water are no more disposed to consult or consider shippers than heretofore; their greed knows no bounds, neither will it be restricted in the slightest degree unless shippers stand together and firmly resist.

# Letters

## From Dealers

[Here is the grain dealers forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### MAKE CARRIERS RESPONSIBLE FOR ERRORS IN QUOTING RATES.

*Grain Dealers Journal:* We are surprised at the inaction of grain dealers and millers with reference to railroad tariffs, and laws governing same. We understand, under present laws, erroneous rate quotations by agents, whether general, local or special, are not binding on the railway companies. Tariffs must govern. This puts the burden of understanding and interpreting the tariffs on shippers and consignees. The railways and their agents are immune. This is manifestly wrong.

Our stock in trade is our grain and grain products. If we or our agents err in buying or selling, we suffer the consequences. The Railway's stock in trade is their carrying capacity. If they make misquotations, they, and not the shipper or consignee, should suffer.

Tariffs are never correct nor reasonable. The general freight officers (saying nothing about the local agents) are not prepared to give correct interpretations and quotations, and the different officers of the traffic department, frequently differ about the meaning of tariffs and often take so long to give an opinion that chances for business are gone.

Shippers should not be held liable for errors of agents or be required to understand tariffs which the officials cannot correctly interpret and which they are not furnished regularly and promptly, if at all.

The tariffs should be greatly reduced, and simplified. Every railroad should have an expert rate man whose duty it should be to quote rates to all local agents on his line. Such rates to be quoted in writing by local agents to shippers, and binding on his company.

Then let the laws prescribe penalties for misquotations.

All railways should be required to have same rates between certain territories; the same minimums for the different commodities, regardless of the capacity of cars used; and all railways should be compelled to do business with each other on same basis. Why should different lines have minimums? If a railway company can afford to haul 40,000 lbs. of corn or oats in a 60,000 or 100,000-lb. capacity car when a written demand is made for a 40,000-lb. capacity car, why not without?

If certain lines can afford to do business with each other on certain divisions, why not with all other lines on equitable divisions, regardless of relations?

It is not necessary to mention the many heavy losses to shippers, caused by misunderstandings of tariffs and misquotations by agents. These are well known. The tariffs look very much like they are made to mislead shippers, and some drastic treatment is indicated.

Shippers are unjustly burdened, and we think well directed, energetic efforts

will do much toward removing the troubles with which we have to contend.

Having reference to interstate business, we would suggest that all grain dealers and millers associations get busy with their senators and representatives and the Interstate Commerce Commission.—The Howe Grain & Mercantile Co., J. A. Hughes, Mgr., Howe, Tex.

### RAILROADS TO BLAME FOR DELAYED REINSPECTION.

*Grain Dealers Journal:* In your issue dated May 10, 1908, on page 549, the following article appears:

"REINSPECTION 16 days after first inspection as complained of by Illinois shipper in this number seems unnecessary delay in these days of little freight and ample shipping facilities. The inspection department has ample funds to employ sufficient men to give reinspection more promptly. If it is to blame for the delay some steps should be taken to improve the service."

Believing that your journal desires to print facts relative to the subject above referred to, I herewith give you a full report of the number of cars reinspected and the time required to secure this reinspection for the month of April, 1908.

The following itemized statement gives the railroads the grain arrived on in this market, the number of cars called for reinspection on each one of these roads during the month of April, the number of cars that were reinspected the same day reinspection was called, the number of cars that were reinspected within one day, two days, three days, four days, five days and six days, also one car that was out thirteen days before being reinspected and the reason given therefore as we understand it:

Railroad.	Shipped day ton called.	1 day reinspected.	2 days.	3 days.	4 days.	5 days.	6 days.	Total
C., B. & Q....	0	1	9	3	3	0	0	16
C., R. I. & P....	2	8	4	0	1	0	0	15
C. & Alton....	2	7	6	2	4	4	0	25
Ill. Cent....	1	27	6	2	2	1	1	42
Freeport .....	1	2	0	0	0	1	0	4
Galena .....	0	0	0	0	0	0	1	3
Wis. Div. ....	0	0	1	1	0	0	0	2
Wabash .....	0	4	7	1	2	0	0	14
C. & E. I....	3	5	0	1	0	0	0	9
C., M. & S. P. 10	4	2	0	0	0	0	0	16
C. G. W....	0	1	0	0	0	0	0	1
S. Fe.....	0	1	5	0	0	0	0	6
	21	35	62	14	12	7	2	154

Chicago & Alton 1 car 13 days.

In the above statement there is no allowance made for holidays and Sundays. In the month of April there were four Sundays and one holiday. We do not reinspect on Sundays and holidays is the reason for my calling your attention to this fact.

You will also notice in the above statement that one car was out 13 days before it was reinspected. I understand the long delay on this car was caused by the car being out of order and could not be moved from the original inspection yards until repaired.

I suppose you understand that all cars that reinspection is called on are brought into the inner yards for reinspection. My supervising inspectors go to these inner yards every morning, it is their first duty to go from their homes to these yards and reinspect everything that has arrived during the past twenty-four hours; this duty is never neglected.

Any long delay of reinspection is entirely in the hands of the railroad company. You will note by the above report

that there is very little delay in the reinspection of grain, and where there is a long delay, as the one car above referred to, in my judgment, it is generally caused by the car having gotten out of repair either in transit or switching in the yards, which this department could in no way be held responsible for. Where this responsibility for damage should rest, it is a question that has been agitated for many years but never settled.

In justice to the shipper and this department I think such articles as above referred to should not be published by any grain journal without first investigating and finding out the reason why cars or why a certain car had been delayed the length of time referred to or any other unreasonable time before being reinspected, as statements of this kind leads the shipper or patron of this market to believe that the Inspection Department is not trying to do its duty toward them.

Where the department is to blame in any case it deserves criticism and should be criticised, where others than the Department are to blame for delays they deserve criticism and should be criticised. This Department is perfectly willing to be criticised where it is in the wrong, but it does not wish to bear the burden where it should not be held responsible.—Very truly, W. S. Cowen, Chief Inspector, Chicago.

### INDIANA FEED LAW A BURDEN ON MILLER AND DEALER.

*Grain Dealers Journal:* The agricultural experiment station of Purdue University shows in its report filed Feb. 4, 1908, that it had received from the sale of labels, etc., to the manufacturers and vendors of concentrated commercial food stuffs, which include bran, shorts, mixed feed and other mill products, the sum of \$17,021.56 for the first seven months of the law's operation ending Dec. 31, 1907. The expenditures during the same period, in the organization and administration of the bureau, were \$10,681.41, leaving a profit balance of \$6,340.16. The report shows that 748 persons, firms and corporations had registered with 1,680 different brands of food.

The report estimates the receipts for the full period of one year at \$27,179.82, and expenditures \$19,610, leaving a profit balance of \$7,569.82, which seems to be a reasonably comfortable sum for the millers of Indiana to contribute to one of the state institutions as a guarantee of their honesty, notwithstanding they contribute, in the way of taxes, their proportion of the expenses of maintaining the institution in question as well as all other departments of the state government.

No serious harm can come to the millers who are required to label their product if their analysis is correct and sustained upon an examination, but why single them out as a class who should be compelled to purchase labels at an "upset price" from any department of the state to prove to the world that they are honest even before they are charged with the reverse? To do this is to reverse our entire system of jurisprudence, even to the violation of the doctrine of the Magna Charta itself.

We have had some experience with millers that might furnish isolated cases of justification for this radical reversal of our system of law administration, but we do not believe the entire class should be thus penalized on account of the dereliction of the few when they could be reached by proper penal statutes and prosecuted wholly upon the merits of the specified charges against them. This, too,



notwithstanding the report, heretofore referred to, says the "president of the Indiana Millers' Association recently stated publicly that he thought the law was a good thing and was in favor of it."

We are wondering how long the smaller millers of Indiana, who find a home market for all their product among customers that know them and are willing to accept the same without the Purdue certificate, will stand by and see this law perpetuated in its present objectionable form.—F. M. T.

#### MEMPHIS ABOLISHES THE 100-LB. DOCK.

*Grain Dealers Journal:* At a meeting of the Memphis Grain & Hay Assn, by a unanimous vote, I was instructed to make a request through the Board of Directors of the Memphis Merchants Exchange, that "they instruct their chief weighmaster, E. R. Gardner, to discontinue the practice of docking each car load of bulk grain and hay, received by our different warehouses and elevators 100 pounds, inasmuch as we understand that all other markets have discontinued this practice."

At a meeting of the Board of Directors of the Merchants Exchange, held May 14, a decision was rendered by the board that the docking of 100 pounds on bulk grain and hay be discontinued at once.—Yours very truly, Memphis Grain & Hay Association. J. W. Gates, Sec'y-Treas.

#### Market Gossip.

Look for heavy movement of corn. Prices high.—M. E. Cooke.

Am advising patrons to ship in grain at present prices.—C. S. Bentley.

Look for heavy receipts of grain. Plenty in country. Demand falling off.—W. J. Doyle.

Country grain shippers will do well to get in grain and take profit at present prices. Think corn will be a high price all summer. Oats depend on crop.—Fred Austin.

Country is full of grain. Delivered soon as roads get good. Prices are very high and without doubt will decline when this May manipulation is over.—H. S. Newall.

Think there is good deal of grain in country. Quite a lot of oats in Northern and Central part of Ill. Prices in future will depend more or less upon Patten and bull crowd.—S. H. Warner.

Oats thru Ill. fairly well cleaned up. At some stations 50 per cent of the corn crop is still in the farmers hands while at others less than 10 per cent.—W. H. Perrine.

The barley market is very dull. No demand for malt. Prohibition wave has cut down the consumption of beer, brewers' sales have fallen off and they are not buying near as much malt as in the past. Lack of demand has hurt price of barley and I can't see much chance for improvement. Good demand for light weight barley to mix into oats.—Henry Rang.

The high price of corn is responsible for big receipts of hogs in every market. In view of this I can see smaller feeding demand as the weight of hogs indicates they are being marketed in unfinished condition. The progress of corn planting will depend entirely upon the weather; in case weather clears up and crop gets a good start I expect to see heavy movement at present price basis.—Harvey Williams.

## Seeds

Smith & Co., of Boise, Idaho, will erect a seed elevator.

Hagadorn & Parker have succeeded the Johnson Seed Co., Lakeland, Fla.

The Bad Axe Grain Co. will erect a well equipped seed house at Bad Axe, Mich.

H. H. Friedly has bot the seed and implement business of the late H. C. Hotchkiss at Toledo, O.

Clover and timothy are knee high and making wonderful showing, writes J. D. McGill of Van Wert, O.

The Southern Seed Co., of Louisville, Ky., has been granted an Indiana charter with offices at Indianapolis.

D. H. Clark of Gault, Mo., has had plans prepared by Chas. E. Newell for a seed house to be erected at Gault.

The acreage of clover sown this year in Ohio, compared with last year, is 82 per cent, reports the Ohio Dept. of Agri.

A variety of wheat yielding 275 bus. per acre is said to have been discovered by an Idaho farmer who calls it the Alaska.

The Smalley Seed Co. recently shipped from Fowler, Kan., a car containing 36,000 lbs. of alfalfa seed and 11,000 lbs. of millet seed.

The first trade in timothy seed for September delivery, this season, was made on the Chicago Board of Trade May 8 at \$4.42½ per 100 lbs.

The complete government report to be issued June 8 will contain condition of clover, alfalfa, blue grass for seed, Canadian peas and the acreage of clover compared with last year.

The South Jersey Seed Co. has been incorporated at Camden, N. J. The capital stock is \$1,000; and the incorporators are John A. Ballenger, Geo. H. Horner and Oscar B. Redrow.

Thé W. Seyk Co., of Kewaunee, Wis., has engaged in the business of growing seed peas, and is about to erect an elevator of 40,000 bus. capacity, for which the contract has been let.

The damage to new seeding of clover in Wisconsin has been exceptionally light, and the prospects of this valuable crop are now excellent.—John M. True, sec'y Wisconsin State Board of Agri.

London, Eng.—April weather has been the worst in fifty years for the seed trade. Demand did not absorb all of the seed, but the balance is liable to be wanted by the Colonial trade.—*Corn Circular*.

The condition of clover in Kentucky on May 1 is reported by M. C. Rankin, commissioner of agriculture, to have been 95, an improvement of 1 per cent over Apr. 1, but 5 per cent under its condition a year ago.

The acreage of clover sown in Michigan this year is 85 per cent of the average for the past 5 years. The condition of meadows and pastures May 1 was 92, and 7 per cent of the acreage had been plowed up because winter-killed.—Geo. A. Prescott, sec'y of state, Lansing, Mich.

Congressman John Crawford Chaney of Indiana claims to have broken all records of the free seed distribution, by having sent 24,380 packages of seed into the sec-

ond district, and his office assistants are still writing addresses. Even tho most of the seed will be thrown away Mr. Chaney considers it a profitable piece of business for himself because the government and not himself bears the expense.

Clover seed has ruled dull all week. We have had the lightest trade this week since October was traded in. The weather conditions remain perfect and reports we get from Ohio and Indiana say they never saw such a stand and barring accidents should raise the largest crop on record. Conditions could not be improved, so if any accidents happen it must favor the bulls. The market is not liable to change very much unless conditions become more pronounced either way.—J. F. Zahm & Co.

J. C. Vaughan, the well known seedman of Chicago, is talked of as a candidate for Congress in opposition to James R. Mann, whose championship of the weed seed bill in the house of representatives has convinced the seed trade that the present representative of the second congressional district is totally lacking in statesmanship. The Mann alleged pure seed bill is a disguised attempt to create more fat offices for political workers in the Dept. of Agriculture, at the expense of the seed trade directly and of the farmers indirectly.

Chicago received during the week ending May 23 433,000 lbs. timothy seed, no clover seed, 190,000 lbs. other grass seeds, and 15,000 bus. of flaxseed; against 179,000 lbs. timothy seed, 47,300 lbs. clover seed, 214,000 lbs. other grass seeds and 14,400 bus. flaxseed during the corresponding week of 1907. Shipments for the past week have been 468,800 lbs. timothy seed, 200 lbs. clover seed, 180,000 lbs. other grass seeds and 3,000 bus. flaxseed; against 66,800 lbs. timothy seed, 32,500 lbs. clover seed, 609,000 lbs. other grass seeds and no flaxseed during the corresponding week a year ago.

Exports of seeds from the United States during the 9 months prior to May 1 included 3,424,000 lbs. clover seed, 22,983,000 lbs. timothy seed; other grass seeds valued at \$468,000, and 4,224,000 bus. flaxseed; against 3,703,600 lbs. clover seed, 16,215,700 lbs. timothy seed, other grass seeds valued at \$359,000 and 5,364,700 bus. flaxseed, during the corresponding 9 months of 1906-7. Imports of clover seed during the 9 months have been 17,471,800 lbs.; against 19,072,400 lbs. during the corresponding 9 months of 1906-7. Only 28 lbs. of the foreign clover seed was re-exported during the 9 months; against none in the corresponding period preceding, as reported by O. P. Austin, chief of the Bureau of Statistics.

Prospects are for a bumper crop of clover seed. Three years ago we had just as good prospects but the crop was badly damaged at harvest time. There are two periods thru which the crop must pass before definite information can be received as to the final outcome. The first period follows the cutting of the first growth, about the middle of June. Dry weather after that would interfere with the growth. If it passes through this trying time safely the next period of danger will be at harvest time. Too much moisture at that time would interfere badly with the securing of good seed. The plant needs moisture immediately after the first cutting, and then at harvest time it should have a dry spell to fulfill present promise for a bumper crop.—J. F. Zahm & Co.

## Meeting of Chicago Board of Trade Deputy Weighmen.

The fifth meeting of the employees of the Chicago Board of Trade Weighing Department and the first one this year was held in the call room of the Board of Trade, Friday evening, May 15th.

Weighmaster H. A. Foss called the meeting to order and said in part: The weighing department was created with the power of doing good for the receiver, shipper and transportation lines. They all benefit. The aims and purposes are to advance the grain interests of this market, to correct abuses in weighing and transporting grain, to have an aggressive policy and be fair and just to all. We must have quality in men, they must be morally clean, accuracy not alone necessary, must have men of honor. For a good conscience is to the soul what health is to the body. I can trust my employees, they are loyal. The object of these meetings is to broaden our views and gain from the experience of others.

Bert N. Law, deputy weighman, read a paper: "Can We Make Our Weighing Service More Effective?"

E. Y. Puckett, deputy weighman, read an instructive paper on "Value of Neat, Clear and Complete Records."

W. L. Shellabarger, Decatur, Ill., was asked to speak on the subject of "Some Helpful Remarks," he said in part: I wish I had the gift of oratory so I could do the subject justice, I could give some other markets I know of some suggestions but for Chicago, I cannot. I do know that shippers will give Chicago the preference even though the price is less for they feel that the Chicago weights are right. You might as well guess at the weight of a car, if you have small scales, as you make too many draughts. We have our scales tested once a year by an expert from the factory and every six weeks by our own millright. We have our own test weights. I think if the weighing department had prompt information from every shipper as to condition and weight of contents of every car shipped it would help materially in locating errors in weights. I have seen new cars sent to our station loaded with lumber or ties, that had the ends punched out or sides bulging and when the car was unloaded and strain removed the broken parts would come back into place and the break would not be apparent. When such cars are loaded with grain it is often hard to locate the defects and heavy leakages result. I think every shipper ought to prepare two cards giving weight, date and condition of car and tack them on inner door; with these facts the weighing department could locate apparent errors. I think the weighing department should report fully on every weight certificate where car was leaking how badly and the cause, then we could get after our agents and try and have them overcome these defects. I am always willing to concede the possibility of making a mistake. The policy followed by the Chicago weighing department is making friends for Chicago, and I believe the department is pretty nearly perfect. I have succeeded in interesting several railways in the justice of paying the shippers for time and money spent in cooping cars.

"A Few Pointed Don'ts" was the subject of paper by Deputy Weighman Geo. Metcalf.

Chas. W. Kefer, deputy weighman, read a paper on "Car Inspection Records."

Mr. Foss then introduced Mr. R. C. Richards, Frt. Claim Agt. of the C. & N. W. Ry.

Mr. Richards spoke in part: Judging from your kind invitation you never had a claim against a railroad. When we get a claim for leakage we do not look for the cause at the receiving end but at the loading point in the country. We find weight records made by unintelligent parties so as to make out as much weight as possible and thus have the books balance at the end of the year. We always find in investigating a claim that the grain was either stolen, leaked out or not put in. Most claims just say car was leaking, don't tell how much or little, if we could know exact facts it would help us in deciding about the validity of the claim. There is one peculiar thing where grain is loaded and shipped from one terminal market to another, as from Minneapolis to Chicago for example, we very seldom have a claim for loss. The majority of claims are on shipments that originate in the country. We are willing to pay for the stuff we lose but not for that which was not put on the car.

J. A. Schmitz then read a paper on "Scale Talk" which was followed by a general discussion open to all the deputy weighmen.

Pres. Sager of the Chicago Board of Trade then addressed the weighmen. He compared the organization to a perfect Corliss engine which was just as strong as the weakest part. He said that the engine would not do its work unless every belt, valve, piston and pulley worked in perfect harmony and that each deputy weighman represented some belt, valve, piston or pulley in this big engine, the weighing department, and judging from the few complaints made all must be working in harmony.

Mr. Edw. Andrew, chairman of the Weighing Com'te of the Board, made

a short talk voicing the sentiments expressed by Pres. Sager.

It was the consensus of opinion that this was the most interesting as well as profitable meeting yet held by the department.

## New Grain Tariffs.

A special rate for the shipment of the Argentine oats recently imported by the Quaker Oats Co. was made by the Erie from long dock, Jersey City, when from points in free lighterage limits of New York harbor to Akron, O., of 14c, and to Peterborough, Ont., of 15c, effective immediately by permission of the Interstate Commerce Commission.

The allowance for elevation and transfer at the new elevator at Madison, Ill., which was described and illustrated in the last number of the Journal, is published by the T., St. L. & W. in I. C. C. No. 733, effective June 8, covering also St. Louis, East St. Louis and Granite City.

Both the Grand Trunk and the Pere Marquette have filed a rate of 8c on elevator dust, oat clippings and oat screenings from Port Huron to Linden, Ind.

Corn cobs are given a rate of 3c per 100 lbs. from Roachton, O., to Toledo by the C., H. & D.

General rules governing milling in transit have been filed by the C., B. & Q. for Sioux City, Ia.; by the Big Four for points on its line in Sup. 12 to I. C. C. No. 3496; by the Mobile & Ohio for grain from Cairo to the southeast; by the Southern for New Albany, Ind., Ashville, N. C., and Danville, Va.; by the Frisco for Kansas City on grain from Nebraska; by the same road in Amend. 38 to I. C. C. No. 5553 milling, shelling, reconditioning and concentrating at points on its line and connections; and by the Wisconsin Central for the shelling of corn at its stations in Amend. No. 1 to I. C. C. No. 1668, as reported by the *Traffic Bulletin*.

The allowance for transfer of grain is covered by the Ann Arbor in I. C. C. No. 1173; and by the D., T. & I. in I. C. C. No. 1177.

A new tariff on grain, grain products and flaxseed has been put in by the Chicago, Milwaukee & St. Paul from Minneapolis, Stillwater, Winona, Minn., and La Crosse, Wis., and St. Louis, Mo. to points in Illinois, effective June 11.

When for seeding purposes only the Great Northern will grant a reduced rate on barley, wheat, rye and flaxseed from Spokane, Wash., to Godfrey, Wash., and Keremos, B. C., during May and June, equal to one-half the tariff rate.

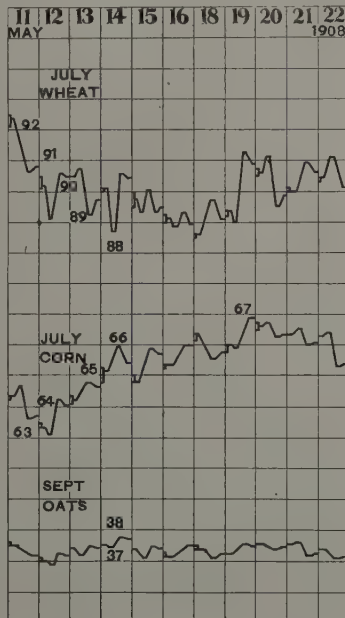
From Des Moines, Ia., when from beyond, the Illinois Central will make a rate of 20c to New Orleans and rate points, to Memphis 14c, to Cairo and Mounds, Ill., when from beyond, 10c, effective June 10.

The Soo Line has granted a rate of 17c including cost of elevation from barges, on grain, flax and millet seed from Newport and Pasley, N. D., and Boscurvis, Sask., on Des Lac Lakes, via Mitchell Bros' Barge Line, and Smiths, N. D., to Duluth, Minn., and Superior, Wis., in Amend. 3 to I. C. C. No. 1847, effective June 11.

The grain crop of Bohemia for 1907 is reported by Consul Kehl as 425,680 tons of wheat, 866,580 tons rye, 582,440 tons barley and 741,880 tons oats; against 439,570 tons wheat, 790,510 tons rye, 657,180 tons barley and 760,890 tons oats for 1906.

## Chicago Prices

The opening, high, low and closing quotations on wheat and corn for July and on oats for the September delivery at Chicago for two weeks prior to May 23 are given on the chart herewith.





# Crop Reports

## Illinois.

Trimble, Ill.—Wheat looking well; acreage an average.—J. T. Cox.

Green Valley, Ill.—Rain and mud have kept the farmers from the fields for over two weeks (May 15).—Farmers Grain & Coal Co.

Lincoln, Ill.—Heavy rains almost daily. Streams never so high. No corn planted. Not over 20 per cent ground plowed. Very small per cent of the corn will go in under favorable circumstances. Bottoms will not be planted at all.—C. W. Spitty.

## Indiana.

Ft. Branch, Ind.—Growing wheat looking fine, rain prevented sowing corn.—L.

Tipton, Ind.—Wheat acreage sown here, about 75 per cent of last year, condition 20 per cent better than last year. No green bugs or hessian flies developed yet. Oats about same amount as last year, condition good but very small. No corn planted to speak of, crop will be late caused by excessive rains, which have injured all crops to some extent.—Urmston Grain Co.

## Iowa.

Hartley, Ia.—No grain in farmers hands, and everything is very quiet.—C. H. Betts.

Ira, Ia.—Old oats and corn scarce, all will be needed here at home, none to ship out. New oats look well; some corn planted.—William F. Rippey.

Maynard, Ia.—The weather stays cold and rainy here, not much corn planted yet. Oats somewhat thinned out by the recent cold weather.—A. W. Swinton.

Lone Tree, Ia.—Oats here short growth, good stand. A little corn planted, ground ready and with fair weather in 10 days all will be planted in good shape. The past three weeks' (May 15) rain have kept all work back.—D. M. Riggs.

Pierson, Ia.—Corn all planted, small grain looks good considering the freeze; there is some corn to be shipped from this place. Not many oats left in farmers hands. Very few cattle on feed and about the usual number of hogs. Pig crop not large as last year.—R. J. Heaton.

## Kansas.

Monument, Kan.—The general prospect for wheat is better than we have had for several years.—J. A. Kyle.

Phillipsburg, Kan.—Nice rain here May 14, wheat is looking good.—C. E. McIlvain, of the McIlvain Grain & Coal Co.

Sawyer, Kan.—No rain in this vicinity yet (May 13), altho neighboring localities have had rain. Wheat damaged probably 25 to 35 per cent here.—W. E. Clark.

Labette, Kan.—Wheat in fair condition. Oats looking good. Corn just being planted; some up. Excessive rains the cause of the late planting.—Chas. Cragg.

Abilene, Kan.—Wheat in excellent condition, no bugs, heavy growth, fine prospects. Corn planting slow; condition of ground poor.—Jacob W. Rumold, R. R. No. 4.

Arkansas City, Kan.—Wheat acreage 80%, condition 75%; oats acreage 50%, condition 90%; corn acreage 110%, condition backward.—H. H. Hill, Sec'y Arkansas City Mfg. Co.

Osage City, Kan.—Wheat condition in Osage and Wauance Counties almost perfect. Conditions fully three weeks ahead of last year. Corn planting almost completed. Some replanting on account of the heavy rains the last ten days.—The Osage City Gr. & Eltr. Co.

Palmer, Kan.—A lot of the creek bottoms are under water and much corn will have to be replanted. We have a good many chinch bugs and some hessian flies. General condition of wheat and oats are good; if we do not get too much wet weather. We have had a lot of it in the past two weeks.—W. C. Brown.

## Kentucky.

Frankfort, Ky.—Oats that were planted early are growing rapidly, but much land intended for oats has not been sown on account of not being plowed. Rye, barley and wheat look fine and are very green. The snow that fell on the 29th will not materially injure the growth. No appearance of green bug and hessian fly on wheat. Alfalfa shows a splendid growth

and the rain has assisted the roots in getting a very deep setting. An increased acreage all over the state is shown and we have received many inquiries for bulletins on alfalfa, showing that much interest is being taken in this very important plant. Corn will be planted late on account of such a heavy rainfall, but a very increased acreage will be planted.—M. C. Rankin, Commissioner of Agri.

## Minnesota.

Lonsdale, Minn.—Grain nearly all marketed here. Spring grain looks good. Corn is not yet planted owing to wet weather.—J. P. Wilby, mgr. Rice Co. Farmers Co-operative Eltr. Co.

## Missouri.

LaMonte, Mo.—Wheat acreage compared to last year 110 per cent, condition excellent. No damage done by insects.—R. E. Guthrie.

Canton, Mo.—Old crop of grain mostly gone. New crop of wheat looks fairly well. Oats only fair. Corn mostly planted, but weather rather backward.—O'Ferrall & Haney.

Harden, Mo.—A representative of W. H. Perrine & Co. reported to the Chicago office that Missouri has the best prospects for a wheat crop ever known. It will be ready for cutting by June 20. Acreage larger than usual.

## Nebraska.

Hamlet, Neb.—One half corn planted; ground in good condition for planting.—P. O. Palsade.

Randolph, Neb.—About 10 per cent more winter wheat sown this year than last. No green bugs or flies.—Anchor Grain Co.

McCook, Neb.—We will not have more than half a crop of wheat this year. It has been very dry and windy this spring.—S. S. Garvey, agt. Uplike Grain Co.

Copenhagen Sta., Plainview P. O., Neb.—Oats are looking well, a good deal of corn planted. No grain up yet.—E. G. Harris, agt. the McCullough Eltr. Co.

Octavia, Neb.—Corn planting all done in this section, coming rains and prospects for a good stand are good. About 10 per cent of wheat in farmers hands and 50 per cent of the corn.—L. M. Cook, Trans-Mississippi Grain Co.

Red Willow, Neb.—Winter wheat acreage same as last year's; crop very backward from dry weather. We had about 14 inches of rain first of last week (May 10) and crop prospects improving very fast. A small per cent has already been plowed up for other crops. No report of hessian flies or green bugs so far.—Wm. Byfield.

## North Dakota.

Velva, N. D.—The crop prospects in this section are first-class, and in fact never better than anyone can remember.—I. L. Berge.

Leonard, N. D.—Prospect for crops never better than this spring. Seeding is all done; we had a fine and good growing weather.—L. McLean, agt.

Marion, N. D.—We had a good rain here and the crops are all in and looking good; prospects are for a bumper crop this year.—A. G. Rankins, agt. Powers Eltr. Co.

Epping, N. D.—About 7% of last year's crop still in farmers hands. Everything looks good for a bumper crop.—H. A. Schroeder, agt. St. Anthony & Dakota Eltr. Co.

Pickert, Sta. Blabon P. O., N. D.—Heavy rain put ground in fine condition; smaller acreage of flax than usual this year. Seeding practically all completed.—J. C. Walter, agt. America Eltr. Co.

Reynolds, N. D.—Wheat and oats seeding nearly finished. There will be more wheat, oats and barley sowed here this year than last; less durum wheat and flax. Ground in fine shape.—N. E. Turner, agt. Reynolds Farmers Eltr. Co.

Turtle Lake, N. D.—Crop conditions are good here this spring. Wheat and oats are practically all seeded and considerable flax in. This vicinity is having plenty of moisture and favorable weather and crops are growing fine. Crops are fully three weeks earlier than last spring. There will be an increase of about 10 per cent in the average acreage this year.—Regan & Lyness Eltr. Co.

## New York.

Buffalo, N. Y.—The very latest report of the state winter wheat crop is not so favorable as earlier ones. Too many patchy fields.—J. C.

## Ohio.

Attica, O.—Wheat and oats looking fine, the only complaint is a little too much rain. Corn planting a little backward on account of too much rain.—J. I. Friedley.

Winter wheat looks fine and oats are up thru Ohio and west, but wet weather has so far cut down corn planting badly, tho there is still time enough for that.—W. G. Heathfield, Buffalo, N. Y.

Amanda, O.—The acreage here is an average, condition normal. No hessian fly or green bugs. Excessive rains threatening that sown in low grounds.—Geo. R. Curl, agt. J. F. Bales & Son.

Van Wert, O.—Wheat excellent, small acreage. Oats large acreage, excellent condition, never was better. Corn all planted, a large acreage, some up and ground in excellent condition. No flies or green bug, and never was.—J. D. McGill.

## Oklahoma.

McAlester, Okla.—Corn acreage 150%; condition 100%.—C. W. Vliott.

Alva, Okla.—Wheat acreage 100%; condition 100%.—G. A. Harbaugh.

Anadarko, Okla.—Corn acreage 120%; condition 95%.—J. E. Farrington.

Caddo, Okla.—Oats 200% of an average acreage; condition 50%.—H. R. Jones.

Minco, Okla.—Corn acreage up to average and condition good.—A. W. Marlow.

Okeene, Okla.—Prospects for wheat very good; soft wheat better than hard.—F. M. Cannally Co.

Jet, Okla.—Wheat acreage 65%; condition 95%. Oats acreage 25%; condition 90%. Corn acreage 190%; condition 80%.—L. I. Lewis.

Thomas, Okla.—Wheat acreage 50%; condition 90%. Oats acreage 50%; condition 95%. Corn 125%; condition 95%.—J. J. Canavan.

Lahoma, Okla.—Wheat acreage 65%; condition 80%. Corn acreage 110%; condition 75%. Oats acreage 40%; condition 70%.—W. Sprague.

Bridgeport, Okla.—Average acreage of wheat, condition good; oats acreage average and condition good.—W. C. Boyle of Indiana Milling Co.

Billings, Okla.—Wheat acreage 75%; condition 95%. Oats acreage small; condition good. Corn acreage 40%; condition 80%.—D. K. Sterrett.

Waukomis, Okla.—Wheat acreage 60%; condition 90%. Oats 100%; condition 100%. Corn acreage 200%; condition 100%, but a little late.—M. C. Groseclose.

Thomas, Okla.—Wheat acreage 105%; condition 90%. Oats acreage 15%; condition 95%. Corn acreage 100%.—J. F. Wesley, Custer County Gr. Co.

Hobart, Okla.—Wheat acreage 110% of 1907; condition 95%. Oats acreage 125% of 1907; condition 85%. Corn acreage 100%; condition 100%.—E. H. Linzee.

Enid, Okla.—Wheat acreage about 75% of an average. Condition not so better. Corn acreage 125% of last year, a little late but condition good.—J. H. Shaw.

Guthrie, Okla.—Wheat acreage 100%; condition 95%. Corn acreage 120%; condition 100%. Oats acreage 200%; condition 95%.—Frank A. Wheeler, pres. the Guthrie Mfg. Co.

Blackwell, Okla.—Wheat acreage 85% of last year; condition is good notwithstanding the plow fields have been plowed up as a result of hessian fly in early wheat and wet weather.—Dr. H. Stauffer.

Marshall, Okla.—Wheat acreage 15% of average; condition 95%. Oats acreage 125%; condition 95%. Corn acreage 150%; condition 75%. Too much rain and cold weather.—U. T. Clemons, mgr. Eastern Eltr. Co.

## South Dakota.

Springfield, S. D.—Crops are looking fine, oats a little thin.—R. A. Maarsingh, mgr., Eugene Colburn.

Clear Lake, S. D.—Outlook for good crop was never better. Small grain all in and planting corn now. Weather fine, little rain.—H. R. Morgan, agt. A. E. Brown.

Webster, S. D.—J. G. Walters of Chicago made quite an extended tour of the state recently; says he finds wheat, barley, oats and speltz all in ground. Most of the wheat is up and looking fine. Corn planting will be on this week if weather is favorable. Ground is in excellent condition and crops 2 to 3 weeks ahead of last year. Farmers are now plowing sod for flax.

## Tennessee.

Witts Foundry, Tenn.—The acreage of wheat sown in this section about 75 per cent of that sown last year. Our wheat crop is looking exceedingly well at this time. No sign of hessian fly or green bugs. —Abijah Witt.

## Texas.

Hubbard, Tex.—Corn acreage 115%; condition 75%. Oats acreage 20%; condition 95%. —J. E. Surratt.

Howe, Tex.—Oats acreage 75%; condition 70%. Too much rain. Corn acreage 50%; condition 60%. —W. R. Fields.

Waco, Tex.—Oats acreage 85%; condition 90%. They are ready to cut, but continuous rains has prevented. —E. Early.

Vernon, Tex.—Wheat acreage 68% of an average; condition 75%. Oats acreage 80%; condition 80%. Corn acreage 100%; condition 100%. —G. J. Gibbs.

Denton, Tex.—Wheat acreage 30%; condition 70%. Oats acreage 100%; condition 100%. Corn acreage 100%; condition 80%. Too much rain. —J. R. Christal.

Pilot Point, Tex.—Wheat acreage 35%; condition 40%. Heavy rains drowned it out. Oats acreage 80%; condition 85%. Corn acreage 100%; condition 75%. —J. C. Thomas.

Moody, Tex.—Winter wheat acreage 10 to 15% less than last year; condition good; 85% for county and vicinity. No fly or green bug. —D. C. Jones, Moody Mill & Flour Co.

Ft. Worth, Tex., May 22.—The grain dealers in attendance at meeting here estimate the state's wheat crop at five to eight million bus. One miller insists it will be 10,000,000, but no grain dealer is disposed to take him seriously. Heavy and continuous rainfall is preventing the cutting of oats and some soft wheat. The oats crop prospects of the state are somewhat disappointing.

## Books Received

**POCKET GOPHERS.**—Damage by pocket gophers has become so noticeable in Nebraska that farmers have called upon the experiment station for aid in combating the pest. The approved methods of getting rid of them are described in Bulletin No. 29, University of Nebraska Agricultural Experiment station, Lincoln, Neb.

**AUDEL'S GAS ENGINE MANUAL.**—The latest practical information on the construction, management and up-keep of gas, gasoline and oil engines, marine motors and automobile engines is given in this manual. Each of the 388 subjects is covered in a numbered paragraph and indexed for reference. The publishers have treated the gas engine from the standpoint of a student who knows nothing of the principles, and give the fullest explanations of many questions which other treatises pass over. In thus making use of popular language and explaining minor matters nothing of scientific accuracy is sacrificed; the 156 illustrations and diagrams and 512 pages being ample to cover the different branches of the subject. The book is 5½x8½ inches, handsomely bound and printed on fine paper in large type. Theo. Audel & Co., New York. Price, \$2.

The June crop report will be issued June 8. It will give the preliminary estimate of acreage of spring wheat, oats and barley, and the condition of winter and spring wheat, oats, barley, rye and hay.

A price peculiarity at the close of the wheat crop season is that the farther north the higher the altitude (of prices as well as latitude). Argentina is the cheapest with wheat in the 70's, Kansas City around 83 for July. Chicago about 90, Minneapolis \$1.05 for July and Winnipeg \$1.11 for May delivery.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

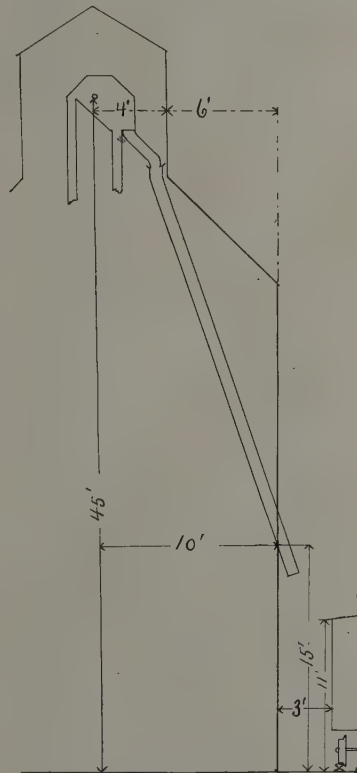
### RECORD OF PRICES EACH DAY:

*Grain Dealers Journal:* Is there any book for sale that will show the prices of grain from Jan. 1, 1898, to Dec. 31, 1907, for each day?—Hayward Bros., Cropsey, Ill.

*Ans.:* The high and low prices each day on all grains are given in the annual reports of the Chicago Board of Trade.

### IS FALL TOO SHORT FOR ANGLE OF LOADING SPOUT?

*Grain Dealers Journal:* We have trouble in getting our spout to load oats without shoveling; and would like to know if



Is Fall Too Short for Angle of Loading Spout?

we have sufficient fall to load oats, or whether the fall is all right but the angle wrong.

In case we do not have the fall to properly load oats, how much more fall would we need to have?

As shown in the sketch reproduced herewith, the distance from rail to center of head-pulley is 45 feet; distance from center line to edge of building 10 feet; height from rail to where spout projects from building is 15 feet, and distance from building to car 3½ feet.

The spout is square, of wood lined flat with iron; and a flexible iron spout is used in car. Any information that the readers of the Journal can give in Asked and Answered column will be appreciated. —H. E. Robberts, Blandinsville, Ill.

### RESPONSIBILITY FOR DRAFT CREDITED TO DEPOSITOR?

*Grain Dealers Journal:* We are curious and have been for some time to know the limit of responsibility between a bank and the depositors of drafts. For example, do we in depositing a draft with our bank, for which we receive credit and upon which we pay interest until collection has been effected, still hold ourselves responsible for payment of said draft? By this we mean if the draft had been paid by corresponding bank at destination but returns had not been made to bank at our town, and bank at destination should fail before such returns had been paid, who would be responsible for the loss, our bank or ourselves?—McLaughlin, Ward & Co., Jackson, Mich.

### Philippine Imports and Exports.

Imports of breadstuffs into the Philippine Islands for the year 1907 have been 146,695 bus. of oats and 266,644 bbls. of wheat flour; against 109,852 bus. of oats and 224,290 bbls. of wheat flour for 1906.

Imports of hay for the year 1907 have been 2,502 tons; against 2,028 tons in 1906.

Imports of rice for the year of 1907 have been 262,399,906 lbs.; against 280,101,412 lbs. for 1906.

Imports of beans for the year 1907 have been 39,870 bus.; against 35,301 bus. for 1906.

Exports of hemp for the year 1907 have been 115,395 tons; against 102,439 tons for the preceding year, as reported by the War Department.

### Imports and Exports of Rice.

Imports of rice, rice meal, rice flour and broken rice for the nine months prior to May 1 have been 145,343,538 lbs.; against 156,426,756 lbs. for the corresponding period of 1906-7.

Exports of rice, rice meal, rice flour and broken rice for the nine months prior to May 1 have been 27,545,600 lbs. of domestic and 6,674,991 lbs. of foreign origin; against 21,629,700 lbs. of domestic and 5,455,361 lbs. of foreign origin for the corresponding period of 1906-7, as reported by O. P. Austin, chief of the Bureau of Statistics.

### Imports and Exports of Beans.

Imports of beans and dried peas for the nine months prior to May 1 have been 761,624 bus.; against 366,292 bus. for the corresponding period of 1906-7.

Exports of beans and dried peas for the nine months prior to May 1 have been 255,772 bus. of domestic and 9,212 bus. of foreign origin; against 354,452 bus. of domestic and 53,591 bus. of foreign origin for the corresponding period of 1906-7, as reported by O. P. Austin, chief of the Bureau of Statistics.

### Imports and Exports of Hay.

Imports of hay for the nine months prior to May 1 have been 9,361 tons; against 39,776 tons for the corresponding period of 1906-7.

Exports of hay for the nine months prior to May 1 have been 58,405 tons; against 43,278 tons for the corresponding period of 1906-7, as reported by O. P. Austin, chief of the Bureau of Statistics.



## Annual Meeting of Texas Dealers

The tenth annual meeting of the Texas Grain Dealers Ass'n was called to order in the City Hall, Ft. Worth, Thursday morning, May 21, by President L. G. Belew.

After the invocation, addresses of welcome, response by Mr. J. A. Hughes and the reading of the minutes of the last annual meeting, Pres. Belew read his annual address, from which we take the following:

### President's Address.

This event brings us up to the 10th annual convention of the Texas Grain Dealers Ass'n. It seems to all but a span since the small nucleus, 10 years ago was formed, many changes has taken place in the ten years, and new and better methods have been adopted to make and execute contracts with each other. Nearly all the charter members are still members of the ass'n, and can testify to the many changes brought about by organization. While the history of the ass'n shows there has been many calamities to the trade all have been survived and surmounted by the membership. While we can recall many disasters of the past, we cannot approach anything like the last year, and no doubt the past year has been the most eventful, and the most strenuous in the history of the ass'n. No line of business could have suffered more than the grain business from the great money panic. This and all the difficulties thru which we are passing and have passed, proves that there is nothing so helpful during trying times, as perfect organization of mutual interests.

**Green Bugs:** At the last annual meeting it was ordered that there be an appropriation made to aid in the experimental work on the "Green Bug" problem. Your Executive Committee, appointed a sub-committee to take this matter in hand. This sub-committee went to work in earnest, secured the funds for this purpose, and placed same at the disposal of the work in accordance to the Executive Committee's instruction. Your committee has kept an eye upon this work, and has been using its best efforts toward getting a substantial appropriation for this purpose, from the National as well as the State Government. I recommend that we do not lose sight of this very important line of work, and do not cease in our appeal and efforts for aid towards securing some information and aid towards the extermination of this wonderful pest. No disaster, no calamity has afflicted the grain trade of Texas and has worked a greater hardship to the farmers and brot about a greater shrinkage in land values in the grain growing sections of Texas.

**Uniform Bill of Lading:** Nothing has attracted the attention of the shipping interest of the National as well as the State Government. I recommend that we do not lose sight of this very important line of work, and do not cease in our appeal and efforts for aid towards securing some information and aid towards the extermination of this wonderful pest. No disaster, no calamity has afflicted the grain trade of Texas and has worked a greater hardship to the farmers and brot about a greater shrinkage in land values in the grain growing sections of Texas.

Chicago, Ill., Oct. 22d, 1907.  
Mr. H. B. Dorsey, Secy.  
Ft. Worth, Tex.

Dear Sir: You will pardon me I know, for addressing you, but it has occurred to me, after my return to this city from the sessions of the Interstate Commerce Commission recently held in Washington, D. C. in the matter of the proposed uniform B/L, that all who were interested in the defeat of the suggested bill, should in some way convey to you their appreciation for the extraordinary address and paper by you, and to thank you for the undoubted effect it had upon the gentlemen of the Commission. I am frank to say that I in common with all who were interested in the defeat of the proposed bill, did not think that your able address and your remarkable paper,

had more to do with the deferring of the subject, and the change of base of the Commission than any other one factor. The gentlemen who selected you as their representative are to be complimented in their judgment of men, and all who are interested in shipping received good from your efforts.

I think it only just that you should know this from another stranger, and I therefore shatter some conventionalities by addressing you directly.

Yours very truly, Thomas Marshall.  
This I feel speaks well for the Texas Grain Dealers Ass'n, and to you it means that your Executive Committee has been wide awake and all lines and upon the watch to thwart everything that would be inimicable to the Grain Trade of Texas.

**Anti-Trust Suit:** Since the inception of our organization, and in the formation of our rules, Constitution and By-Laws, the continual aim has been to stay strictly within the narrowness of the laws. When the Attorney General brot suit against the Texas Millers, it appeared in the press that the Texas Grain Dealers Ass'n was organized by the Texas Millers, all of which was false and unjust to the Grain Dealers as well as to the Texas Millers. I regret that it was necessary to take action in the matter, but the way the newspapers stated it was calculated to displace the confidence of the members in our Ass'n. We at once had the report corrected and advised our members of the facts. In this day all organizations are believed to be organized to buy cheaper and sell higher. It is known to you that we have a higher purpose, we seek a more exalted plain than this. The great lesson of high and honorable dealing, and in disputes to yield to the decisions of our own tribunals, are our cardinal principles and can never do but good.

**Reciprocal Demurrage:** This question has been a thorn in the side of all the shippers of grain, and one which has given, I dare say more trouble. The General Managers Ass'n selected a committee from their membership, to meet with the Committees of all shipping interests, and this meeting was held last fall. Your Executive Committee with several members of the ass'n, met this committee of General Managers and after many hours we appointed a sub-committee from our committee to prepare a formal demand, and present to the joint meeting of all the shipping interests and the General Managers Committee. It is with some pride that I say our committee was the only one to present a schedule of demurrage, and while our committee did not get what it demanded, yet I regard it one of the greatest victories we have won, and one from which much good will result. A better feeling of high regard between the shippers and the common carriers. We did not get what we wanted but we feel that our stand was a great factor in bringing about an agreement to the rules which were adopted. I dare say that those who have read them carefully cannot find fault. You have been advised from time to time the many matters which was to come up before the Railroad Commission wherein we were interested, and at all times your Executive Committee has taken such items under advisement and has tried to act for the best interest of the members.

**Delayed Claims:** Secy Dorsey has explained to you a plan, when fully tried, I am of the opinion, will result in great good and an elimination of a great amount of worry. I refer to the delayed claims against railroads, which the shipper has found himself to be perfectly helpless to remedy. I dare say that if this terminates in as good results as is shown at present, it will result in a much better understanding between the shippers and the railroads. Should my prophecy prove true and the Ass'n find that there is merit in this plan, it will of course bring about more work at your secretary's office which in my judgment will require extra help. At all events, I recommend that we keep a jealous watch upon this plan, and give it a fair and impartial trial.

**Membership:** At the last annual meeting, we made some changes and added new lines of work, the all of which up to this time has proven to have been wise and advantageous in many ways. A closer investigation as to applicants for membership, and their facilities for doing business also the character of the applicants, has born good results. The advance to \$25.00 for membership fee has not withal to some extent the addition to our rolls, but the wise policy has been adopted to have fewer members rather than have more that will

give trouble. I believe that there is an unanimity of sentiment to continue this policy.

**Arbitration Appeals:** We also added a new feature of Arbitration, by joining, and helping to form what is termed the Tri-State Arbitration Board, composed of Texas, Oklahoma and Kansas, and a member from each of the State Ass'ns constitutes the board. I am pleased to report that this has met with general approval. Our member, Mr. R. M. Keiso, will be able to give you a report more minutely along this line, and if there is any changes or improvements which can be made, would advise that same have serious attention.

**The Trade Rules** adopted by the Executive Committee should be kept and consulted by all members. The result will be a better understanding between the members, and disputes will be greatly reduced, and when misunderstandings do arise, same can more easily be adjusted, for the Trade Rules is the Guide for the Arbitration in your disputes at all times.

While it is an indisputable fact that the failure of the small grain crops in Texas has worked a great hardship upon all the dealers, and that all have been living more upon hopes of a better future, than upon their present volume of business, yet we are seeing a great interest in the Ass'n, and a greater confidence in its ability to accomplish good.

Secy. Dorsey read his annual report from which we take the following:

### Secretary-Treasurer's Report.

In submitting my Annual Report for the Tenth Annual Meeting of the Texas Grain Dealers Ass'n, I present the following:

At the last annual meeting we had 134 members; admitted during the year, 10 members; making a total of 144 members; resigned, 16; deceased, 1; suspended, 3; expelled, 1; leaving a membership of 123.

This is a remarkably good showing when you consider the adversities overshadowing the grain business in Texas for the past year, and further considering the amendment to our Constitution adopted at the last annual meeting tending to restrict eligibility for membership, providing that in order to be eligible the applicant must have ample facilities for handling business and sufficient means to make good his contracts. This seems perfectly consistent with good business policy for the Ass'n, since our rules provide that our members must comply with all business obligations into which they may enter. However, it has a tendency to reduce our membership. I have frequent requests from parties for the necessary papers to make application, when I send them the Constitution and by-laws and other papers and they see what the requirements are to eligibility and note the \$25 membership fee, very few of them are afterwards heard from.

The Financial Report is as follows:

Receipts.	
Cash on hand last meeting.	\$1,661.82
Received from membership fees .....	205.00
Received from dues .....	1,537.00
Received from assessments .....	159.00
Received on deposit .....	1,026.89
Received on ads in book-let .....	93.70
Total receipts .....	\$5,293.41
Disbursements.	
Paid out for Telephone (rent and long distance). \$	94.83
Officers and committees traveling expenses incident to business of the Ass'n .....	550.70
Office rent .....	228.00
Office help (steno typewriter). ..	159.00
Newspaper subscriptions ..	9.00
Premium on bonds and guaranteeing bank deposits .....	11.00
Typewriter repairs .....	6.10
Membership fee and dues. Oklahoma Ass'n .....	19.00
Retainer Oklahoma attorneys year .....	25.00
Paid out on account of deposit fees and wards, (including \$435.82 due on this fund at the last annual meeting) ..	1,085.17
Expenses of arbitration ..	115.65
Stationery and printing ..	163.35
Office furniture and fixtures .....	16.90
Postage .....	210.59
Other office and incidental expenses .....	25.30
Secretary's salary .....	1,800.00
Balance cash on hand .....	\$ 777.82
The amount paid out on deposit fees	

and awards which were on deposit and included and referred to in the last annual report amounted to \$435.82, which accounts for the excess in amount paid out on this account over the receipts for the same account.

It is useless for me to take up your time with an exhaustive report for the last year, as I have kept you advised by circular. However, you will pardon me for the statement that this has been the most strenuous year of our Ass'n's existence. It seems that the work has been heavier in every way; numerous hearings before the Railroad Commission, and one important hearing before the Interstate Commerce Commission, in which we participated, and the financial panic and hard times generally, adds greatly to the work of your sec'y.

**The Conferences** between representatives of our Ass'n and other shippers and the General Managers of the railroad companies on the question of reciprocal demurrage did not secure all we desired, yet we secured more than has ever been granted to any other shipping interest in any other State. No doubt a great deal of the poor service on the part of the railroads in the past year has been due to the lack of the service, and as the General Managers signed all warrants, when they are called to sign a warrant for reciprocal demurrage, they will at once, in our judgment, institute an investigation as to who was at fault causing the payment of this money, and the amount will be very small, and this will naturally result in better service all along the line.

I have fully advised you as to our work on the lines of more prompt payment of railroad claims, and I feel sure that every member of the Ass'n, as well as other shippers, have materially felt the improvement. I feel sure that it is the opening wedge to prompt adjustment of railroad claims.

While many of you may not realize just what it would have meant to the shipping interests to have had adopted and prescribed the uniform B/L, as promulgated by the Interstate Commerce Commission, after carefully studying and considering that document, I am sure that all of you would agree that it would have been one of the most disastrous things that could have happened to the shipping interests of the country. I feel that thru your Executive Committee a representation before the Interstate Commerce Commission, and this in defeating the proposition to adopt and prescribe this uniform B/L by the Interstate Commerce Commission than all other forces, as in presenting the case prior to your secretary presenting our side, all interests appearing before the Commission, seems to have presumed that the uniform B/L would be adopted and prescribed, and directed their energies towards securing changes in same. While your secretary in presenting the case took the grounds that the Interstate Commerce law did not give the power to the Commission to adopt a uniform B/L such as proposed, and if it did, it would be unconstitutional. Since the Commission has declined to adopt the uniform B/L, it seems to have accepted that view.

Recently before the Texas Railroad Commission we have advocated, with others, amendments to the milling-in-transit and storing-in-transit rules, and same have been adopted, and while this is one proposition our members were not a unit on, yet a very large per cent favored the change, and we hope it may prove beneficial.

The above report of Secretary Dorsey has been carefully examined by us, under direction of the Executive Committee. We have checked all receipts, disbursements and vouchers and find the report correct in every detail. We have examined all the books and archives in his possession, and find the same accurately and neatly kept.

L. G. Belew,  
G. J. Gibbs,  
J. A. Hughes.

The Arbitration Com'te reported as follows:

## Report of Arbitration Committee.

Another year has gone by, and we are once more in annual session to extend the right hand of fellowship, to celebrate whatever of success and bury whatever of bitterness and regret the old year has brot to us, and to counsel together to the end that we may better prepare ourselves to meet and overcome the problems we will have to face in the future.

Not the least complex of these problems is the question of equity between man and

man, which arises in nearly every contract to buy or sell, and its satisfactory solution calls for the best faculties with which our minds are endowed.

Your Committee on Arbitration has had a strenuous year. Probably not for a number of years to come will the work of this department of the Ass'n be as heavy as it has been during the year we are now bringing to a close. This has not been the result of a preconceived idea of our members to wilfully avoid their obligations, but is more directly traceable to the confusion and embarrassment following in the wake of the serious financial upheaval thru which we have just passed.

This committee has during the past year decided 39 cases, involving no less an amount than \$6,898.75; the hearing of which has consumed 8 days, and necessitated the committee being called together 6 times. Twelve cases involving \$941.41 have been compromised after having been filed, and in only eleven instances have parties refused to submit their differences to this committee for settlement. There now remain on our docket but five cases, three of which have not been docketed a sufficient length of time to make service complete.

**Settle Without Arbitration:** Quite a number of cases that were heard by the committee, could have been settled by the parties at interest without resort to the avenue of arbitration, and to this extent the committee has been burdened. The work is both onerous and irksome, and to avoid over-burdening our Arbitration Committees in the future, we would suggest that you talk your differences over thoroughly, evincing a spirit of compromise, and then if you can not come to a settlement, call on your secretary for advice. He has had many years of experience and can nearly always quote you a decision in a case similar, if not parallel, to yours, and make the necessary suggestions that will enable you to agree. After you have exhausted these means, it is then time enough to come to the Committee with your troubles.

**Trade Rules** adopted by your Executive Committee, since our last meeting, are thoro and comprehensive in their scope, and if you will take the time and trouble to study them as you should, you will not have as many disagreements next year, as you've had this.

We will conclude our report by submitting for your consideration a few "DONTs":

**DONT** trade with an irresponsible dealer. By doing so, you have everything to lose and nothing to gain. In other words, with him, it's "Heads I win, and tails you lose," and you always do.

**DONT** let your anxiety to do business influence you to make promises you can't keep. Better do less business and have it more satisfactory.

**DONT** trade over the telephone and then incorporate conditions in your confirmation, that were not mentioned during the conversation.

**DONT** buy grain on official inspection, at point of shipment, and then wire shipper to allow inspection at destination.

**DONT** add exchange to your invoices. We don't know of a grain dealer who is now buying exchange.

**DONT** try to date your Bill of Lading back, in order to make your shipments apply on a contract that has already expired. Better come right out and explain the delay frankly and truthfully, and ask your customer to accept the shipment, if he can do so without sustaining too heavy a loss. He will appreciate your honor and candor, and help you out nine times out of ten.

**DONT** continue to hold to the idea that an f. o. b. sale obligates the buyer to settle on your weights. The question of whose weights and grades shall govern, is one that should be settled definitely when the trade is made.

**DONT** try to avoid your obligations. Meet every one of them squarely, and you will command the respect and confidence of your fellow dealers, which, after all, is the greatest harvest we can reap in this life.

J. P. Harrison, Chairman.

Railroad Commissioner O. B. Colquitt read a paper bearing on the following question: Railroad Legislation—Under the law railroads are not responsible for loss or damage on account of quoting incorrect rates. Is it possible or practical for the laws to be framed so as to prevent the shipper from bearing all of the burdens growing out of the rate problems, as

to construction and application of tariffs, without opening the way to discrimination?

Commissioner Colquitt declared that Texas had plenty of good railroad legislation if enforced, and suggested as a solution of the problem, the employment of an expert compiler who will make weekly or monthly revisions of tariff sheets and keep the shippers posted.

The Hon. M. A. Spoons: Your secy has asked me how the result attained in the Mugg & Dryden case can be obviated. As counsel for the railroads I am placed in a rather embarrassing position.

Shortly after the enactment of the Hepburn Amendment I attended a conference of railroad men in Chicago at which President Stickney of the Chgo & Grt Western Ry. announced that alto he had grown old in the railroad business, he couldn't determine the legal rate on anything, and he proposed to compile a tariff which could be understood by shippers. He went to the Interstate Com. Com'n and requested that such a tariff be compiled. They in turn requested him to submit an understandable tariff. He employed a number of rate experts and set them to work drawing up schedules until he had a volume larger than the unabridged dictionary, and printed in fine type. He finally gave it up and told the commission the task was too great for mortal to perform.

We can not have two legal rates. but I think as we advance in traffic matters we will solve this problem to the satisfaction of all.

Pres. Belew appointed as a Com'te on Resolutions W. O. Brackett, C. F. Wetherspoon and Julius Jockusch.

Upon motion of J. P. Harrison, the President ap'nt'd as a Comite on Memorials, R. M. Kelso, D. M. King and W. O. Anderson.

Adjourned to 2 p. m.

## Thursday Afternoon.

The afternoon session was called to order by Pres. Belew at 2:45 and Secy. Dorsey quoted from the Mayor's address of welcome as follows:

### From the Mayor's Welcome.

In the land beneath the Oklahoma sky  
There live a people most woefully dry,  
And from that land grain men did fly,  
And straight to Texas with speed did hie,  
The fairest of cities at once caught their eye  
And her gracious hospitality in earnest to try  
They come to Fort Worth and openly cry:  
"If we manage the corn and we manage the rye,  
And can't here get their juices, pray tell us why?"  
So like George Washington, we cannot lie,  
Though from his breast it brings a sigh,  
A lover of the ale of Father Adam does cry  
"Here is a key that will unlock what you try—  
Go forth but each with other, in good deeds vie."

After presenting a large tin key to President J. S. Hutchins of the Oklahoma Ass'n, he thanked the dealers. Mr. Hutchins then said: Yesterday the Oklahoma Ass'n adopted a very simple form of confirmation blank which we would like very much to see you adopt and use. [Its provisions are given in the account of the Oklahoma meeting elsewhere in this number.]

Withdrawal of Coupons by Telephone Cos. was discussed by J. T. Stark in the following paper:

## Withdrawal of Telephone Coupons.

"What action should the Texas Grain Dealers take to overcome the excessive charges made by Telephone Companies under the guise of fear of anti-pass laws?" This question we think is of great im-



portance to every member of the Grain Dealers Ass'n, as well as many others doing business in the State of Texas. In the first place, I lay down the principle that all public utilities should be subject to public control. The Telephone Co. being a public utility and a very necessary one, we think should be no exception to this rule. If it were controlled like other public utilities, the R. R. Companies, for instance, we would not have the complaint to make that we are making today. We believe that the excessive charges, as well as poor service rendered, is due solely to the fact that there is no control.

**The Charges for Service** are excessive to the extent of at least 33 1/3%. The rate was advanced without any reasonable excuse, by withdrawing the sale of coupons under the guise of fear of the anti-pass law. We have every reason to believe that the rates in effect and made by the Telephone Company when the custom of selling coupons was in effect, was sufficient, taking into consideration the amount of their investment. Our reason for this is that they made the rate themselves without any control and it is not supposable that they would make a rate too low. Therefore, the withdrawal of the sale of coupons advanced charges to the extent of 33 1/3%, an advance that is not legitimate, is uncalled for and should not be tolerated.

**Charges to Different Points** are unfair because they have a tendency to charge more to cities than to country points, even if the country points have to be reached through the cities. As an illustration the two minute rate from Plano to Fort Worth is 25c, the three minute rate 35c and four minute rate 40c. The two minute and three minute rate to Pilot Point and Denton is 25c, and the five minute rate is 30c, altho it is necessary to come through Fort Worth in order to get to Pilot Point or Denton. You can readily see their reasons for making this kind of a schedule, the probabilities are that there are at least ten calls from Plano to Fort Worth where there is one call from Plano to Pilot Point or Denton. There are many other charges like this in Texas. The rate is higher to points where the 'phone is used the most, even if you have to go thru those points to get other points where the 'phone is used to a less degree.

**Schedule of Charges** the telephone companies refuse to furnish. If you want to know what a talk is going to cost before you talk, you must ask the operator and usually the operator has to ask someone else and by the time you get it you conclude your man has bot from your competitor and, therefore, do not feel like talking at all. The Telephone Company should be compelled to furnish customers a printed schedule of the charges from one point to another, covering the entire state thereby giving them an opportunity to know what the talks will cost before they begin talking.

**Efficient and Sufficient Help** the companies refuse to furnish. The class of labor used generally is the cheapest that can be had and the number of laborers is insufficient for the amount of work to be done, therefore inefficient service. As an illustration in our city up to four months ago we had a manager and a man. The Telephone Co. decided that it wanted to reduce expenses, therefore discharged the manager and hired one person to perform the duties of manager and lineman. This was a saving to the Telephone Company of about \$30 a month. It is hard for us to tell why this \$30 has cost the patrons of the Telephone Company. Suffice to say that on Friday, the 15th of this month, we had a thunder storm which damaged the telephones to some extent, and on Wednesday, the 20th, when the writer left home, at least one-third of the telephones in the city were still out. The reason given when you ask them to repair your 'phone is that they haven't time, and "it'll do so as soon as possible. However, there is no discount on the cost of the 'phone for this loss of time, to say nothing about the inconvenience and loss of business caused by the delay. You still have to pay \$3.00 per month for 'phone in advance whether you get the service or not.

**"Line Busy."** Did any of you ever hear the phrase? We believe that every member of this ass'n is better acquainted with this phrase than they are with any portion of the Lord's Prayer. In fact we believe that the telephone operators are getting such a habit of saying it, that unconsciously when you call for a certain party, they say "Line busy." We must come to one or two conclusions regarding this matter, that is, there are not enough lines to accommodate the demand, or there are not enough operators to attend the lines. In either case the Telephone Companies are to blame and we are the losers without any recourse.

**Taking Time:** At present the Telephone Companies charge \$1.00 per minute. This time is supposed to be taken by a \$25 a month girl, who is supposed to do \$50 worth of work. Regardless of what you say, or what your watch says with reference to the time that you talk, the girl very politely informs you that you talked so many minutes and that you will have to pay for that many. In this respect the Telephone Company is very arbitrary. We believe that some remedy should be put into effect. The man who is doing the talking should know as much about how much time he talks as the operator, who possibly is attempting to check four or five people at the same time. We think that what they say with reference to time consumed should not be final.

**Recourse:** Under present conditions the Telephone Companies are not responsible for failing to give reasonable service. If you talk on account of "line busy," you have no recourse regardless of the amount you have been damaged. Telegraph Companies also should be liable and recommend among other things that our laws be so amended that in a call with the 'telephone Company and are not furnished facilities for talking within a reasonable time, should we be damaged thereby, the Telephone Company should be liable.

**The Remedy:** We recommend that this ass'n, in conjunction with other industrial associations of the State and all commercial bodies and all other persons who may be interested, petition our next legislature to pass a law first, that will give us an opportunity to collect damages in the court for inefficient service and resulting losses.

Second, the regulation of rates to be under the supervision of the R. R. Commission of Texas, with full authority to make rates based on mileage, and to print schedule of rate charges for different times from point to point. This law, or something similar thereto, in our opinion is absolutely necessary for the protection of the grain interests, as well as others who use the Telephone Company.

If this can be passed we recommend that this ass'n, as well as other interested parties, insist on a blanket reduction of at least 50% on rates now in effect both for long distance and charges for 'phones.

E. B. Doggett followed with a paper on the same subject. From it we take the following:

### Mr. Doggett's Telephone Observations and Recommendations.

Since the introduction of the telephone in the commercial world, twenty-five years ago, the growth of its business has been enormous. As late as 1870 there were only a few thousand telephones in use in the two largest cities of the United States. While in 1907 the report of the Bell Telephone Co. showed that their subscribers were numbered by the millions, and the enormous amount of approximately \$670,000,000 was in fact as the proper way. Their gross receipts for the same year approximating \$125,000,000. This does not include the enormous amount of capital invested in the Independent companies, which are operating so extensively over the country. With the immense amount of growth that is steadily being made, it appears to me that the operating expenses of such companies would be reduced, and that this fact alone would justify lower rates for their service to the public, while on the other hand, the several companies operating the Bell telephone in the South and Southwest, which, so far as I can learn, materially advanced their charges.

**Up to the Withdrawal** of the coupon system by the American T. & T. Co. we were able to buy our coupons from this company, the syndicate, for business to be transacted over other lines. The first move to withdraw the coupon system was made by the syndicate; later on the other companies followed its example, and so far as the Bell Telephone Co.'s interests are concerned, I know of no place where this coupon system is now permitted.

**The Next Move** made was to withdraw the night rate, which, in my opinion, knowledge has been accomplished over the lines of the American T. & T. Co., as well as the lines of the Pioneer T. & T. Co., in the state of Oklahoma. It is impossible to ascertain the great amount of additional profit which has certainly been derived by these two lines in the withdrawal of the night rate. The State Comptroller's records show the gross receipts of the Southwestern T. & T. Co. for the year of 1907, to be \$3,200,782.91. Please bear in mind that this company's lines do not extend over more than one-third of the great state of Texas, and

that even in this district, these figures do not include the business done by any of the Independent lines.

If the profit of this company is as great as that of the American T. & T. Co., which figures I have given you, it will amount to approximately 23% of the value of the investment each year. It is my opinion that the charges assessed are too great. Under the franchise granted the 'telephone companies for doing business in our state, they agreed to perform a certain service at a reasonable charge, and in my opinion it is contrary to this franchise that they should be permitted to assess an unreasonable toll.

**The State of Oklahoma** has put all corporations, who are servants of the public, under the supervision of a commission, similar to our Texas Railroad Commission, which is known as the Corporation Commission of Oklahoma. Mr. Love, the chairman of this commission, in an address before the Oklahoma Grain Dealers Ass'n on Tuesday, said: that it was the intention of that body to investigate the unreasonableness of the charges and that definite action would be taken to protect the interests of the public. Mr. Love further stated that the action taken by the commission had already saved the city of Enid, Okla., approximately \$9,000 a year, in restoring the old rate assessed by the telephone companies for services within the city. It is my opinion that action should not only be taken by our own legislature to see that these charges are reduced, but that the proper authorities in our National Government should be given the power to see that this injustice is corrected. The minimum charge assessed by companies in other states is 15c on toll service between towns, whereas the minimum charge assessed by the leading telephone company in this state is 25c. The state of Massachusetts has instructed its Highway Commission to thoroughly investigate the work of the telephone companies doing business in that state and has set aside \$30,000 to be expended in this special work.

I therefore recommend that the Texas Grain Dealers Ass'n present this matter to the next meeting of our Legislature, also that the proper authorities in Washington, to see that a flat rate, which should be much lower than the present one, be made, which will eliminate the injustice of the present excessive charge.

J. F. Henderson, Supt. S. W. Tel. & Tel. Co. presented the telephone Co.'s side of the controversy. He said the Co's general counsel was of the opinion that the sale of coupons was a violation of anti-pass law and none of its officers cared to take chances on visiting the penitentiary. The punishment for violation being a fine and imprisonment. The S-W Telephone Co. has paid over 7%, but two years and will not earn 6% this year.

The number of persons a phone center has access to now is greater than ever yet, the cost has, been materially reduced, while the cost of everything else has been advanced. The company has never advanced the cost of service; when it increases salaries or dividends it must go down in its own pocket to pay the bill.

If our engineers can afford to reduce the cost of service and keep up the quality of service we should reduce the rentals. The sale of coupons does not merit your attention. We want to be fair, but when the legislatures increase the corporation's tax it goes down into the pockets of patrons to get the money.

Mr. Knapp of the Independent Telephone Co., said: I have the opinions of several lawyers and of the Attorney General that the selling of coupon books is no violation of the anti-pass law. So we have ordered new coupon books and we will soon sell them as before. [Applause.]

Mr. Stark and Mr. Doggett presented the following resolution, which was adopted:

**Place Phone and Telegraph Cos. under Control of Railroad Commission.**  
WHEREAS, the Southwestern Telephone & Telegraph Co. has seen fit to withdraw the sale of coupons from their patrons; and

WHEREAS, such action on the part of said Telephone Company has placed a very

heavy and unnecessary burden upon the commerce, producers and consumers of the various products of the State, therefore, be it

RESOLVED, that the Executive Committee of our Association is hereby instructed to use all possible means to secure at the hands of the 31st Legislature of the State of Texas the passage or an amendment to the Texas Railroad Commission law putting all telephone and telegraph companies under the control of the Railroad Commission of Texas, same as railroad and express companies.—J. T. STARK; E. B. DOGGETT.

R. Com'isner of Agri. R. T. Milner in pointing out What Can Be Done to Help Check the Green Bug, said:

## Green Bug Appropriation.

The subject of grain from any standpoint ought to enlist the minds of all our people, and whatever will protect and foster the growing crops and increase the yield should receive their active co-operation.

The Grain Dealers Ass'n is to be commended for the interest it is manifesting in the production of corn, wheat and oats. These products, together with alfalfa, milo maize, peanuts, and the various indigenous grasses, ought to be produced in sufficient quantities to supply food for every domestic animal and human being in the State.

Grain has made the West rich. The South suffers for the dire need of it.

Before going to the gist of the subject assigned me, I shall relate second-hand some important facts which have been discovered in dealing with the green bug. I do not suppose it would be denied that the most reliable information yet published on the subject comes from the United States Department of Agriculture, by F. M. Webster, who is in charge of Cereal and Forage-plant Insect Investigations. This author, in Circular No. 35, issued March 29, 1907, says: "The species which forms the subject of the present circular, and which is commonly known in the Southwest as the 'green bug,' is probably an imported insect. It was first described by Dr. C. Rondani—probably from Bologna, Italy—in 1852, just thirty years prior to its discovery in America. Rondani states that in June the winged migrants were so abundant in the streets of Bologna as to cause the inhabitants great annoyance. The first time the insect came to notice in America, specimens were sent to the Department of Agriculture, but from what locality is not known. In June, 1884, it was found in some abundance near Cabin John, Md., on wheat. About the first of July of that year, the writer found it infesting the wheat in his breeding cages at Oxford, Ind.

"If the farmers of the country, instead of being carried away by the highly colored newspaper reports of the effect of the in-

roduction of a few parasites in their fields, will turn their attention to better farm methods, including not only cultural methods but by all means rotation of crops, watching for and stamping out the pest when it first appears in the South in the fall and winter, they will in all probability suffer far less from destruction of their crops when the next invasion of this pest occurs."

While a careful investigation was being conducted by the Department at Washington, the Oklahoma Agricultural Experiment Station was none the less active and painstaking in search of a remedy that would destroy the bugs. This station conducted its investigations under the direction of Mr. W. L. English, who has written an instructive bulletin, issued February, 1908, in which he sums up the whole matter in good, old common-sense advice which every farmer ought to study. Here is what he says: "Good farming is the best method known to lessen the ravages of insect pests. If the experience of last year taught the farmers anything at all, it was the value of the right kind of farming. In every case where total destruction of all the fields did not occur, the land had been well prepared and carefully seeded at the proper time showed the least damage to the crops as a result of the work of the pest. In many instances adjacent fields were seen, one of them entirely destroyed and the other showing only slight damage, the only difference in the fields being the methods of farming used.

Various methods were used in an attempt to control the pest in the fields, but they all failed to do the work in a practical manner, and so far nothing has been found which will destroy the pest after it has become firmly established in the fields. Various sprays were tried with poor success and the fumigation of the spots with poisonous gases did not give satisfactory results.

Application of lime was made in the hopes that its caustic properties would kill the lice, but it did not. If every farmer had watched his fields carefully and had destroyed the insects when they first appeared in small spots by piling straw on them and burning, the devastation might have been averted, but such a practice does not seem to be possible.

The only thing for the farmer to do is to farm in such a way as to give his crop every opportunity to mature in spite of the insect pests. This can only be done by surrounding them with favorable growing conditions at all times. The lice were just as plentiful on the rank-growing wheat as on the other, but its thrifty condition enabled it to grow, and even mature a fair crop, where the poorly cared for crop was an utter failure. Rotation, barn-yard manure, legumes, and early, deep plowing, together with good seed, will go farther toward combating successfully the insect enemies that prey upon our crops than all

the other things that can be used against them.

**The Desired Appropriation:** There is but one thing necessary to do in order to secure the desired appropriation, and that is to convince the legislature that the money appropriated and thus expended would result in protecting the small grain interests of this State. The legislature, no doubt, is willing to do anything within Constitutional limits that will insure protection to any branch of agriculture. Questions demanding legislative action are always given serious consideration, provided good judgment as to the time and manner of presenting them is exercised, and the subject matter is set forth in a plain and pointed way, shorn of all subterfuge and ambiguity. Sporadic appropriations for any cause are dangerous to good government, as they lead to extravagance and profligate expenditure of public funds. The wisest caution will always influence the action of the patriotic legislator. No appropriation should ever be made by the legislature for any purpose in violation of the Constitution, or which is not authorized by the well-being of the State. The theory that the State should not perform for the citizen what he can do for himself has ever been an axiom in the democratic creed and should continue to be.

What is the condition confronting the growers of small grain in Texas? Simply this: An insect commonly known as the "green bug" threatens the destruction of the grain industry. Can the citizens, individually, each acting in his own crude way, and without the assistance of experts, destroy or defeat the enemy? Years and years of failure, passing through all the ordeals of disappointment and finally crushed beneath the iron heel of bankruptcy, might finally lead to some specific invention or discovery that would destroy the pest. The necessity, however, is already here, without the invention. The loss of these crops means the loss of millions of dollars annually to Texas. The average value of the wheat, oat, rye and barley crops to Texas under normal conditions now amount to about \$25,000,000 annually, which, under favorable circumstances, would soon be double that sum.

In view of the investigations made under the supervision of the United States Department of Agriculture, with reference to the "green bug," I would not recommend an appropriation for temporary experiments, as I think it would delay the work which would inevitably have to be resorted to in order to bring relief. But on the other hand I am in favor of the establishment by the legislature of an experimental station, to be located in the wheat belt, where experiments under the supervision of an expert can be conducted from season to season and from year to year. This station is imperative from every standpoint, as experiments can be made, with reference not only to the control and



A Bunch of Oklahoma Dealers Arriving at Ft. Worth.



extermination of insects, but the improvement of seed, restoration of soil, and where cultural methods can be advanced with incalculable profit to the grain growers of that section. There is no section of our State where so large a per cent of the land is in cultivation and where agricultural affairs generally engage the energies of so many people as this black land country. Any section where intensified farming is more needed and where its results would be most marked.

Farmers everywhere must be convinced that the penalty for refusing to obey the principles of succession in the cultivation of crops means disaster and failure. So much has been spoken and written on crop rotation that any additional remarks on the subject would seem superfluous. A wise and systematic succession of crops on the same land—which is Nature's method of restoring soil—is the ultimate conclusion to which every farmer must come or continue to suffer the penalty of short crops. It is no more unreasonable to expect scrubs to grow and develop into thoroughbreds without nutritious food than it is to expect large yields of corn, wheat and oats from impoverished soil.

In North Texas millions of tons of barnyard manure, the most valuable fertilizer known to agriculture, are shamefully wasted annually, while the distressing cry of crop failure is heard thruout the land. It is crop starvation, poor cultivation, and almost total neglect to improve the seed, which is the trouble behind this cry. In the absence of organic matter in the soil and vitality in the grain, there is not enough strength in the plant to resist lice and other insects, nor the natural enemies, such as frost and drouth. You have bred horses, cattle and hogs from the lowest animal types to the highest standard of excellence, but on the other hand you have degenerated your wheat and oats into rust and green bugs by robbing the soil of its God-given fertility. You have fed your stock on Kansas corn and starved your land on Texas cotton until the crises has become a serious one from every viewpoint, and unless you give back to the soil the food consumed by your stock it is only a question of time when the cotton crop of Texas will fail to purchase the necessary food supply.

State Senator D. M. Alexander said the dealers could get what they wanted if they would follow up their bills with persistence. If justice and determination are with you success will crown your efforts.

F. W. Gist, Government Statistician, said 35% of the oat crop and 70% of the wheat crop had been destroyed by the green bug. Its ravages of the green bugs in the oats and wheat fields cost the state \$16,000,000. Clean, careful agriculture will do more to check the green bug ravages than anything pests or the Government can do.

It is the business of your State Government to establish farmers' institutes. Your 30th state legislature appropriated \$16,000 for your Agri. Dept. while Oklahoma appropriated \$108,000 at the first session of its legislature.

You should work with your farmer patrons to secure more generous appropriations.

Adjourned to go to Handley on Lake Erie, where a toothsome barbeque was served and the evening spent in the search of pleasure.

### Friday Morning Session.

Pres. Belew called the meeting to order at 10:20 and asked those appointed to address the meeting on Trade Rules, to come forward.

E. R. Kolp: I have not prepared a paper on this subject, but I think the rules can be improved. I would suggest the appointment of a comite on this work.

Pres. Belew appointed E. R. Kolp, T. G. Moore and G. J. Gibbs as a Comite on Revision of Trade Rules.

J. T. Jordan read a paper on Origination vs. Destination Weights, as follows:

### Origination Weights Versus Destination Weights.

One source of much trouble and annoyance in the grain business is the slipshod methods of weighing stuff. Both the seller and buyer are often at variance over weights, and much of the work of our Arbitration Committee arises from dissatisfaction about weights. When a car is loaded, sealed and started in transit the shipper ought to know what his returns from it will be. All of this wrangle about weights, should be eliminated from the realm of the Grain Dealers Ass'n. It should be a pleasure to deal with each other, as well as profitable; and when a man or firm is known to be a member of the Grain Dealers Ass'n, it should be evidence to purchasers of grain that the weights will be correct, and that the number of pounds contracted for will be shipped.

In discussing Origination Weights against Destination Weights, we will take it for granted that both consignor and consignee may be honest or both may be dishonest. I do not undertake to say that we should wait until men become honest before we do anything to better the matter. We should make the very best of existing conditions, and improve them as we can. I heartily approve origination weights governing among our members, and that we urge this plan upon all purchasers from us. But if origination weights are to prevail, let them prevail under strict regulations.

The grain should not under any circumstances, be weighed by the shipper, but by a public bonded weigher, who shall make oath before a duly qualified officer of the number of pounds weighed into said cars or cars, giving name and number of car; and further, that he is a legally elected bonded weigher in and for the town or precinct where shipment originates. Let the shipper enclose such certificate of weights with invoice, and the trouble over weights will be few and easily adjusted. Adhere strictly to a system of this kind, and state plainly to purchaser, terms of weighing, giving assurance that you have ample facilities for having the stuff fairly and correctly weighed.

With the exception of three cars of wheat shipped to Galveston, and seven cars of oats shipped to Houston, our firm has made it the unvarying rule to ship on origination weights during the season just past, and with only one exception, all the grain passed into the hands of consignees without a kick or complaint. If we can do this YOU can do it. Only beg right, and the ending will be satisfactory. We offer our own experience as evidence of the success of a system of Origination weights against destination weights, which has been not only satisfactory to us, but to parties to whom we shipped.

Do not undertake to palm off any old system of weighing by any trucker you may have in your employ, but always sell by a system of weights that command recognition, and your business will not suffer. Almost all ear corn is sold on origination weights. Why not sell other grains the same way? Why should not oats or wheat or chons or shelled corn be as correctly weighed as ear corn?

J. C. Hunt: I will not do business with a man whom I do not know to be honest.

G. J. Gibbs: Mr. Hunt and I buy much grain weighed over old style 14 ft. wagon scales, installed 14 yrs. ago, and never tested. We do not expect weights at all points of origin to hold out. It will pay every man to put up your oats in even weight bags. In picking the man you buy from and the man you sell to, you can overcome all this trouble with weights.

H. H. Crouch: I never have any trouble where grain is put up in even weight bags. I have visited many points where scales used by the public weigher were worn out.

J. W. Jockusch: How many interior shippers attach a weight certificate of any kind to draft deposited with bank? Until you do give us weights which will hold out you will have trouble.

E. Early: I have a fine automatic scale, but J. S. Fordtram of Galveston, claims my bags are short weight and that such weights are not reliable. We will always have trouble.

E. H. Crenshaw: In my opinion our

Public Weigher Law is to blame for much of our trouble. The public weigher in our town is using a scale installed 20 yrs ago. I think the weighers should receive a salary, should be appointed by the district and county judge, who should be responsible for his work. The fees should go to the city treasury.

J. Z. Keel read a paper on Relation of Grain and Millers with Railroads.

F. M. Rogers read a paper on the same subject from which we take the following:

### Relation Between Grain Shippers, Mills and Railroads.

In presenting this subject, I differ from the gentleman who has just preceded me in my expression that the dishonest grain dealer or miller can run out the honest fellow—honesty is right and will always stand paramount.

This subject is an old one, but it's like the Rock of Ages—it will never die until the Grain Man, the Miller and the Railroad Companies have all passed over the Great Divide; not until the rattle of the little golden bucket has ceased.

It is an ever-living question—we may live it down for a time, but eventually she "bobs up serenely" and places to our view the bad, ugly, financial sores and misdeeds left by misunderstandings, by misguided advice and by greed; then it is that we can easily appreciate where a little judgment, a little common sense should have had its play. We then discover that our relations have not been as cordial as they should be.

I am a great believer in Co-operation. A man and wife get along better if they know each other, make better companions if they strive to meet the views of each other,—a blending together of purpose, conceding to each the rights that are justly due.

It was my pleasure to listen to an able address before the Millers Ass'n in St. Louis, by the president of one of the leading Railroad Companies of the United States. The speaker endeavored to impress the fact that it was absolutely necessary that the shippers and the Railroad Companies get closer together, that they all make concessions, that would meet each other's views,—that they must get better acquainted, not in order to form trusts and conspire in an effort to fitch the people, but in order that they might better handle the immense amount of traffic for the people's benefit.

Now, there is no getting around the fact that we are all in business for gain, and from the philanthropic side of the question,—and I do not wish to belittle the philanthropic feature, for I am convinced that every man is due his neighbor something and if we would all follow more closely the scriptural text of "doing unto others as we would have them to do to us," our position would indeed be improved.

From the View-Point of Miller and Grain man versus the Railroad Co., one of the greatest troubles we are having is a lack of concerted action and the arbitrary position of many General Freight Agents. The inability of the shipper to place intelligently before the Railroad Co. his necessities; often the desire on the part of the General Freight Agent to ignore the shippers' wants, and the absolute refusal on the part of Freight Agents to grant such privileges, either makes or mars the grain and milling business.

There is a Great deal of shrewd manipulation among some of the Freight Agents. They understand what you want, and know that it would be of benefit to both railroad and shipper, but it is not granted because they are prejudiced, for or against some special shipper, or for a point or some other railroad company, or they have other reasons and some of the reasons are plausible, too. They often play with the shipper,—promise a great deal and grant little,—pat you on the back and tell you, "Old fellow, you are just right, and we will do this or that for you," but it is never done. You all have experiences and you know what I am telling you is true. Of course, there are exceptions, for you will find some Agents candid and frank. How much more do we admire a man that stands up and frankly tells you "Yes" or "No" and is able to give you a reason why. How much better would be the conditions of Miller, Grain man and Railroad if we could treat our differences and every-day business in a clean, frank, business-like way. Why is there so much antagonism against the Railroad Companies, and who is respon-

sible? The Railroad Companies are responsible and will tell you why, by telling you of some of the happenings of a few of them.

When Oklahoma Territory was opened up by the Railroads, some very exorbitant rates were enacted by the Railroad Companies; they frankly boasted that the country was new, no competition prevented them from charging as much as they pleased, and some points were charged exorbitantly high rates. What was the result? Listen.—As quickly as Oklahoma was granted statehood, one of the first things the legislature proceeded to do was to deal with the Railroad Companies in retaliation for the wrongs formerly done them. Every Railroad Company must deal with the shipper honestly and above-board, and so must the shipper deal with the Railroad Company. The shipper has rights, and so has the Railroad Company. These rights must be dealt with justly.

The Grain and Milling Interests here have stood up for the Railroads, and objected to the lowering of certain grain rates when threatened by our own Railroad Commission. I know of considerable money and time spent in an effort to defeat the passage of the two-cent fare bill, and this by shippers.

I don't like to drive, nor do I like to be driven, and I don't like to beg. So, of the lesser evil, any self-respecting man will drive any time before he will beg. But what's the use of this? Who can we deal with the matter in a cool, dispassionate way, with the expectation of accomplishing results? Is it possible that we can't ask for a ruling or for the privilege of adjustment of some rate, or the settlement of some claim, and have them dealt with quickly without so much delay and partying? The Railroads—tell me frankly what you are going to do. Don't put me off from day to day with pie-crust promises, letting my business suffer and go to ruin on account of a bilious derangement of some Freight Agent.

Listen Again.—The Railroads want you to deal with them personally and feel very much aggrieved, if, after you have waited months at a great inconvenience and loss to your business, you finally appeal to the Railroad Commission for relief.

The Fault is not a one-sided affair by any means. I know many shippers that consider it a wise business principle to "do the Railroads" whenever they have an opportunity, so you can't expect to be dealt with fairly when you won't deal fair yourself.

These are the Reasons for better understanding, for candor, for honest, fair play; for a better knowledge of each other's requirements. You can't get them at long range, you must meet face to face, with a confidence of each other's good intentions and purposes. As Grain Dealers and Millers let's do our part, believing that every fair-minded railroad man will at least meet us half-way. We will give him the opportunity. I wish I knew every Railroad Official personally, — getting acquainted is a fine thing.

So, after all, our relations one toward another should be shorn of all red tape and, with a feeling of honesty of purpose and fair dealing, we may be sent more direct, but working in unison, endeavoring to accomplish something for ourselves, that we may deal out a few crumbs to our worthy neighbor.

Judge N. A. Steadman of Austin, presented the railroad side of the question in which he predicted a clearer understanding of one another's motives and a fairer consideration for one another's rights.

Adjourned for dinner.

## Drafts Attached to B/L.

"How can our National State and Banking Laws be amended to provide more protection to Shippers in handling drafts with Bs/L attached?"

The subject indicates that my discussion should be along the line of protection to shippers, when really we, as dealers, are as much interested in the consignee as the shipper. In our experience, shippers drafts are subject to three annoying troubles; with which our banks have to do.

1st.—They are frequently sent too circuitously through so many banks, causing great and unnecessary delays, demurrage and sometimes rejections. We have had drafts on us by Kansas and Okla. shippers come through two or three banks in Okla. and Kansas, then to New Orleans, Houston, Fort Worth, Dallas and Sherman. They could and should be sent more direct. The banks can easily correct this trouble, as there is nothing involved at

feeling their interests but a small amount of exchange.

2nd.—Our drafts and proceeds sometimes get caught in hands of receivers or assignees of insolvent banks. There seems to be some doubt about liability of banks (original payees of drafts) for proceeds of drafts taken by them for collection, in cases of loss, when they can show reasonable diligence and caution. The law should be made clear on this point so that all parties concerned would know exactly where they stood. The best remedy against losses in bank failures seems to be by making proper endorsements on papers. We send most of our drafts direct to bank nearest drawees, and by advice of our attorneys, make them payable to ourselves and endorse them as follows: "Pay to the order of ..... Bank for collection and immediate returns." In our letter of instructions we say, "This draft is, by endorsement, made payable to your order for collection and immediate returns to us, and is not to be considered, under any circumstances as an asset of any bank or collecting agency."

Glad to say we have not had occasion to test the value of this, but our attorneys think it will have the desired effect. I favor amendments to present laws, if needed, that will protect us fully and clearly against the absorption and retention of proceeds of our drafts, or the drafts themselves, and papers attached, by receivers or assignees of banks or any collecting agency.

3rd.—Proceeds of drafts are subject to garnishments. Our firm has never had but one garnishment run on us, that a long time ago at Jackson, Miss., a point somewhat famous at that time for such proceedings, but I have heard much about such affairs. This is really the most delicate part of the subject. We all dislike having garnishments run on our funds, but I imagine it would be a pleasure to get a good hold on funds of some non-resident concern that was trying to take advantage of us. In prescribing a remedy for this trouble, it will be well, therefore, to remember we may be fixing a dose for ourselves. Banks have a way now of buying, or claiming to buy, drafts and Bs/L attached, and by endorsement, disclaim any liability for quantity and quality of stuff shipped and covered by same.

I incline to the opinion that when we accept such shipments on contracts, and pay such drafts, we are buying an unknown quantity, with heavy odds against our recovering from either shippers, banks or carriers in event of contents of cars not being as represented. Honest shippers would no doubt make good, but sometimes good shippers have a change of heart and quit being good. I am presuming that we don't want to do anybody, and don't want any one to do us. The question is, therefore, how to guard against the rascally shippers on one hand, and tricky consignees on the other. I can think of no better plan than to so amend our laws, so as to make the banks liable for quality and quantity of shipments, the representatives of which they buy or claim to buy, so that the drawees can have recourse to them in event of shortages and inferior grades. Banks are very necessary to the grain business. We cannot get along without them; but if they are going into the shipping business, we want them to take their share of the responsibility.

Oscar Wells presented the bankers' side of the case and became involved in a long drawn out discussion.

J. L. Keel agreed with Mr. Wells that the banks could not be held for the shortcomings of the shipper, who loaded the grain against which the draft was drawn. The consignees select the shippers not the bankers.

J. A. Stephenson: Some Texas dealers have bot grain from shippers in Oklahoma and Kansas, wherein the shippers claim to have sold the draft to the bank, hence were not interested. Evidently the banks were in collusion with irresponsible shippers to beat consignees.

Mr. Wells: One practice absolutely and unquestionably wrong is for receivers to detach draft from B/L, and give banker a new draft against a consignee at a distant point, thus tying up the funds of the original shipper. Receiver should pay draft made against him in order to obtain the B/L. He should obtain title before making draft against the shipment.

G. J. Gibbs: Banks deal in commercial

paper, not grain. If any draft is not paid the bank will go back to the shipper from whom it purchased the paper. If the banker forwards the draft in a round about way, and so delays its presentation that it arrives at destination after failure of drawee then bank is responsible to drawer for the face of the draft.

Upon motion of T. G. Moore, the paper of Senator P. J. McCumber on Federal Inspection, was ordered printed.

G. J. Gibbs read a paper favorable to Federal Inspection, which will be published later.

Julius W. Jockusch read a paper against Federal Inspection, which will be published later.

R. M. Kelso expressed himself as opposed to Federal Inspection in Texas.

W. O. Brackett of the Com'te on Resolutions presented resolutions of thanks to speakers, the press, the officers and the Ft. Worth dealers for their cordial entertainment.

J. Z. Keel presented a memorial resolution, expressing in kindly terms the high respect in which T. J. Rone of St. Jo, deceased, was held by members of the Ass'n.

After speaking of the life and character of Mr. Rone, the resolution was adopted by a rising vote.

Sec'y Dorsey read the following resolution, asking for legislation placing telephone cos. under the control of the Railroad Com'n and it was adopted.

A communication from the Ft. Worth Freight Bureau asking for an amendment to the state constitution was read. The Bureau wishes three Railroad Commissioners appointed by the Governor with the consent of the Senate, for six years. One commissioner to be a railroad man; one a shipper and one a lawyer.

After much discussion the communication was received and filed.

E. R. Kolp of the Com'te on Trade Rules presented the following addition to RULE 4:

"And when shipments are actually made on conflicting confirmations, the buyer's confirmation shall govern if it reaches seller before shipment is made.

Adopted after discussion.

A new rule, to be known as Rule 38, was adopted as follows:

RULE 38. When sales are made based on shipper's sworn weights, if sworn certificate is not attached to draft, destination weights shall govern final settlement.

J. A. Hughes presented an amendment to the By-Laws so as to increase the dues to \$20 per year, payable quarterly in advance, and it was adopted.

R. M. Kelso moved that proxies be barred. The motion was tabled.

E. R. Kolp moved that proxies be allowed. His motion was carried.

J. A. Hughes of Howe, was elected President; J. T. Stark of Plano, first vice president; T. G. Moore of Ft. Worth, 2d vice president, and Hugh B. Dorsey of Ft. Worth, secy-treas.

The following were elected members of the Executive Committee: G. J. Gibbs, Vernon; B. E. Clement, Waco, and C. F. Gribble of Sherman.

Mr. Hughes thanked the members for the honor conferred and promised to do his best to make the Ass'n the greatest and best.

Adjourned at 6:12 sine die.

## CONVENTION NOTE

President Hughes has appointed L. G. Belew of Pilot Point, to represent the Texas Ass'n on the Tri-State Appeals Board.



## Annual Meeting of Oklahoma Dealers

The eleventh annual meeting of the Grain Dirs Ass'n of Okla was called to order by Pres. J. S. Hutchins in Commercial Club rooms Tuesday at 2:30 p. m. Pres. Hutchins referred to the rapid growth of the state and the grain business which kept pace with it.

Charles S. Clark, Chicago, addressed the meeting on The Grain Dealers and Overlegislation.

Prof. Jno. F. Nicholson, Entomologist of the A. & M. College spoke of the enormous losses due to injury caused to growing crops by insect pests.

The growing of large amounts of any grain in any section attracts insects which have a special liking for that grain.

The easy means of transportation between the countries of the Earth by rail and steam ship greatly facilitates the spreading of the pests.

This section suffers much from the unholy trinity—the green bug, the Hessian fly and the chinch bug, but they have not the influence in the wheat pit that the speculators who use them have. I have positive evidence of crop reporters being sent out to gather all the information regarding crop damage possible and to send in lurid reports.

The green bugs hatched in North Texas were scattered all over this state by a ten days wind and multiplied rapidly, the temperature being favorable for its reproduction but too low to permit the bee parasite to attack them. The first real warm weather resulted in the bee quickly exterminating the toxoptera graminum. The warm weather did not cause their destruction.

We have many bugs every year and it was not surprising that all our people discovered green bugs in our fields this spring, but we did not have the same green bug which did the great damage last year. We have nothing to fear from it this year.

Prof. Forbes of Illinois claims that the best insecticide is clean agriculture and all entomologists seem to agree with him.

The Hessian fly is supposed to have been brot to this country by the Hessian soldiers employed by the British in revolutionary days. Gradually it has spread to all parts of the country growing winter wheat. It is always with us and does much damage, but only occasionally does it destroy a crop.

Farms afflicted with flies can obtain a measure of relief by ceasing to grow wheat, except that a small strip be planted to afford them a breeding ground and then plow it under as soon as they have gone into winter quarters.

The chinch bug is a native of this country, but very destructive. The best remedy is clean agriculture. By providing barriers, plowing under, digging postholes and filling them after the bugs have fallen in are among the most common means of checking its spread.

Upon the suggestion of Pres. Hutchins it was moved that the address of Prof. Nicholson be obtained and published in the local newspapers by each member. Carried.

A vote of thanks was tendered the Professor.

R. H. Drennan, Chairman of the Entertainment Comite announced a trolley ride of 25 miles and an evening at Delmar Garden.

H. F. Probst the Arkansas City Dutchman in his own inimitable manner ad-

ressed the meeting on brotherhood from which we take the following:

### Brotherhood.

It stands to reason gentlemen, that for a man to persist as a successful grain dealer he must not only be a ready wit but also a fluent orator that he might refute those expressive sentiments which he often receives at the mouths of violent farmers. When I hear my name read among such eloquent speakers I realize at once my lack of ability as a polished orator.

Because of the circumstances thru which I have survived since my infancy I have never studied the origin of many large words especially those having an English root, begin with a meaningless draw and ending with an astonisher or two.

If we will consider the reason this brotherhood has flung open the doors to the members of its fold, we can only conclude that it is the expression of brotherly love.

The brotherhood of Grain Dealers invokes for its members fraternity and protection. For that reason does it behoove us to bind together, to centralize our power and influence that we might not be crushed by those gigantic trusts and monopolies recently built by our farmers.

If we will but glance into the history of our brotherhood we will find that brotherly love has overcome many difficulties. The many meetings and splendid banquets of this order have nearly abolished all strife. It has buried nearly all the hate among the local competitive dealers. Yea, if it wasn't for the anti-trust law our brotherly love by putting so much into the kitty, would have stopped competition at some local points.

We are proud of our association, its rituals are pure and open to all the world. They never change, yet we are reminded semi-monthly of their merits thru our Grain Dealers Journal, striving to make each of us successful in our business.

The noblest impulse of this brotherhood is fraternity, the most practical emotion is protection. Not for the protection which guards our being from the violence of suspicious persons, but a protection which insures and guards our property from destruction by fire, given by the Grain Dealers National Mutual Fire Association and the Millers Mutual of Illinois. The dues which we pay in are for the protection of our interest only, but that is not the highest protection. Friends, I have taken protection in a brotherhood which protects my life, not only from suspicious individuals, but from those horrors which arise from terrestrial or celestial origin.

When the two other noble impulses, fraternity and brotherly love, have reached a perfection equal to that of protection by life insurance then will all men enjoy equality both in virtue and in blessings. Then can we join hands in the universal brotherhood of man, and will have no more need of the fraternal protection of life insurance for then will the scoundrel shovellers have perished unto their own reward.

H. J. Diffenbaugh of Kansas City spoke as follows:

### The Functions of a Board of Trade

On the banks of the Volga river in Central Russia lies the city of Nizhni-Novgorod, the capital of the Province of that name. Here annually is held the largest fair in the world, when its population (given in 1894 as 70,000) is raised to nearly a half a million souls, according to George Kennan, during the months of August and September at which time the affair is held. During these two months the Orient and Occident meet to buy and trade in cotton and woolen goods, iron, corn, salt, seices, teas, and manufactured goods of all kinds; ten months of the year are consumed in gathering this great quantity of goods and products and transporting them from Central and Western Asia to this famous market place, and two more months are spent in disposing of the same to the merchants of Central and Western Russia in Europe. These conditions have prevailed for more than a hundred years.

It is a long way from this primitive method of barter and trade to the present conditions, which obtain in our modern methods of commerce. While it is true that now our merchants go to the cen-

tral markets to buy their winter and spring goods, or want amounts to the same thing, representatives of Eastern factories come to the Western merchants and sell goods by sample, even this modern way of handling general merchandise cannot be applied to our line of trade, viz., the grain business.

In the West scarcely two score years have elapsed since grain was hauled by wagon thirty or forty miles to some river town, and there transported by water to St. Louis and handled at great risk and enormous profit by those who owned it. As transportation facilities were developed and new territory thrown open to agriculture, there came a demand for improved ways of handling and disposing quickly of the agricultural products of the farm. This gave rise to the formation of Boards of Trade. Somewhat crude at first, they have developed to meet the requirements of the times until to-day we have a well high perfect system of handling grain and grain products, which enables the producer to realize a maximum price at a minimum cost for the great annual output of his grain.

Some evils existed when these Boards of Trade were first organized, but time has brot about many changes in methods, as well as in the personnel of these bodies, and each year finds these organizations upon a higher plane of business honor and integrity. In these days when so much legislation is being enacted, and when Boards of Trade by men (some of whom are honest in their convictions, but as a rule are quite unfamiliar with the functions of a Board of Trade) it behooves those of us who are thoroly familiar with the great and important part they play in the commercial world, and especially in the grain trade, to conduct a campaign of education.

The Board of Trade as a general proposition is attacked only by the demagog, who knows little and cares less about such an organization. He cries Trust because of organization and knows not that it is the very acme of wisdom. He does not know that a world of money is spent annually by both individual members and the organization itself in gathering and disseminating statistics and information regarding the world's crops and markets, and then this information is published daily and scattered broadcast, not only for the benefit of the trade, but for the producer as well as the consumer. He does not know that this organization, which it has taken nearly fifty years to bring to its present condition of usefulness, enables the producer to sell a thousand bushels of wheat to the country grain dealer, who in turn thru this organization sells it to the miller (a manufacturer) who in turn disposes of his product (flour) for domestic or foreign consumption all within the space of an hour or less, the producer and consumer may be separated by thousands of miles, but the market makes the basic value of the wheat or flour, because of prices made on the Exchange by buyers and sellers coming together thru brokers (members of the Exchange) in a market that is open to the world. And this same thousand bushels of wheat may be handled at a bushel between the producer and consumer plus the cost of transportation under this Board of Trade system with all of its machinery as against 25 to 50c a bushel prior to the inauguration and existence of present Board of Trade conditions.

Many conscientious men in the legislative bodies, both State and Federal, fully appreciate the important part played in the grain trade, and therefore in the commercial world of which it is so great a part, by a Board of Trade, and they would not disturb it in its great efforts to maintain a world wide market between the producer and consumer, yet who want to do away with the speculative feature of it, or to put it more plainly to prevent trading in futures.

This cannot be done without injury, not only to the producer and consumer of grain and grain products, but to all lines of business, for when we depress the value of farm products must affect the general business world. Take away trading in futures from the Board of Trade and you put the grain trade on a parity with the oil business as conducted by the Standard Oil Co. in which the small dealer is forced to put his money upon the Live Stock business, in which the shipper or owner of stock must wait until his stock arrives at destination before he knows what it is worth, when if unsatisfactory prices are offered he has no recourse but to sell thru commission men to one of a half dozen or less upon the market, or with the tobacco business, in which the producers of the South are being ground

to financial death by the tobacco trust, which is making interest on unpaid millions of capital by forcing the tobacco raiser to sell his product at ruinous prices to the trust, and at the same time gives the public inferior finished products, adulterated tobacco and cigars. In short take from the Board of Trade this essential feature of trade in grain and you at once invite the formation of a trust, such as prevails in oil, live stock, tobacco, coal and iron. A few years ago oil exchanges flourished in Pennsylvania, and an open market was maintained that every one might know what oil was worth. Not so now. The sublimus oil is stored by the trust at the expense of the producer, because as the stored product increases down goes the cost of crude oil.

This condition will follow in grain just as sure as trading in futures is done away with. To illustrate the importance to the producer of this feature of trading in futures, one example should suffice. There is no provision made in any exchange that I am acquainted with for trading in barley futures. Last fall the crop of barley in the Northwest was an unusually large one, and prices advanced very rapidly to near the dollar mark, an almost unheard of price in recent years; buyers began buying on 5c a bu. margin, and as the price advanced the margins widened until in some instances purchases showed an apparent profit of 30 or 35c per bushel, but as the buyer had no chance to hedge his barley purchase by selling a future again (as he could have done on wheat, corn and oats) he lost his barley to the consumer before a price could be established. The result was that one large firm had 600,000 bus. of barley unsold and in transit when the price declined 35c in 48 hours. Had the buyer not been wise enough to buy some of his barley at an enormous margin he would have been a bankrupt in forty-eight hours. Now had this been wheat, corn or oats, against which a sale of futures as a hedge could have been made as soon as the purchase was made in the country, the producer could have benefited to the extent of 30c or more per bu. for his barley.

Trading in futures enables the exporter at Duluth, New York, Baltimore, New Orleans, Galveston or Canadian export points, Fort William and Port Arthur, to make export sales of Kansas hard wheat, for instance, for shipment abroad during August and as a hedge buy September wheat in the Kansas City market against his export sales. Several millions of bushels of export wheat have already been sold upon this basis, and the crop not yet assured.

By means of trading in futures, the consumer is already preparing the way for disposition of the surplus wheat that must move from the farms of Oklahoma, Kansas and Nebraska during July and August. Again you will see the necessity for this trading in futures when it becomes necessary to take care of that portion of the surplus grain moved from the farm that is not once again the channels of consumption. There must be large warehouses at terminal points to take care of this surplus until such time as the consumer needs it; this gives rise to what we call our visible supply of grain, which must be carried at somebody's risk until the consumer calls for it. This visible supply amounting annually to from 30 to 85 millions of bushels of wheat (varying according to the size of the crop and season of the year) is financed by the banks who under the present arrangements for trading in futures will advance up to within one or two bushels of the full market value of the grain. Should trading in futures be wiped out there will be no fixed value for this great undigested quantity of surplus grain and no financial concern would be safe in advancing over 10c per bushel of its minimum value. This in itself would force the grain into the hands of some gigantic grain trust, which will quickly be formed to force out small dealers and get possession of this great surplus quantity of grain at ruinous prices to producers while it is being forced on the market and later sold to the consumer at enormous profit when the amount moving from first hands is not equal to the demand, and the deficiency must be drawn from the supply controlled by the trust.

Who really carries or buys for future delivery this great visible supply of our grain, which is financed by our banks? The answer lies in the hands of individuals do it; first the manufacturer, second the speculator, the optimist, the man who has faith in the future enhancement of values. Permit me to illustrate: The Midland Elevator Co. of Kansas City buys 5,000 bus. of wheat on the floor of the

Exchange in the month of May at 85c, and immediately sells for September delivery at 85c per bushel the same amount, a miller selling the flour product of 5,000 bus. of wheat for September or October shipment based upon the price of September wheat in Kansas City at 85c wants to be sure he is going to have that amount of wheat in September and at 85c, the price prevailing when he sold his flour contracts thru his broker to take and pay for 5,000 bus. of contract wheat in September at 85c. This constitutes a trade in the pit on 5,000 bus. September wheat at 85c. The wheat is carried in store by the Midland Elevator Co. and delivered in September to the buyer. Now, then, suppose that the Midland Elevator Co., having bot the 5,000 bus. of cash wheat and desiring to hedge by selling September wheat, finds when he is willing to sell September wheat at 85c that no miller thru his broker, wants any September wheat at 85c, but in his stead a speculator, an optimist, a man who gives much thought and study to the law of supply and demand, one who believes that in September this 55c wheat will be worth 30c, offers him 85c for the 5,000 bus. of wheat, and buys it at that price; this also constitutes a trade in the pit. Now, suppose the miller who was not willing to pay 85c for the September wheat in May, finds on the first day of June that he can sell flour on a basis of 87c for September wheat, and the wheat at that price goes to the Midland Elevator Co. only to find that the 5,000 bus. had been sold to a speculator, he in turn hunts up the speculator and buys the Midland September contract from him at 87c. This speculator or optimist is ever present, and doing business, filling the gap between producer and consumer, affording at all times an opportunity for the producer to dispose of his grain and at the same time makes a market for the consumer or manufacturer.

Only a few years ago Germany closed her exchanges and the result was so disastrous to the agricultural classes that they were reopened in 1900.

In Argentina where agriculture has developed so rapidly and where grain has been handled at such enormous profits because of the crude methods prevailing, an Exchange has only recently been organized and it will take to the producer millions of dollars annually. It seems to me that if our legislators would spend less time in attacking legitimate Exchanges, which are so essential to general business, and go after the bucket-shop, which is only a parasite on the legitimate Exchange, much more good would result to the producer.

I cannot believe that the agricultural interests and business men of this country care to go back to the crude methods, which prevail in the Russian city on the banks of the Volga. Neither do I believe that they want to throw the great annual products of our farms into the hands of a gigantic grain trust. It then becomes our duty as men engaged in the grain business, whether as country grain dealers or members of the various legitimate Exchanges, to enlighten our friends as to the important functions performed by the great Exchanges or Boards of Trade in this country thru which is handled annually the marketable surplus farm crops, aggregating 4,500,000,000 of bus. We want the public to get better acquainted with our Exchanges. We have nothing to conceal, but on the contrary take pleasure in explaining our methods to those who are unfamiliar with them. We know that all fair-minded men will agree with us that the Exchanges are vitally necessary to the welfare of the producer and will join us in safe-guarding our interests against vicious legislation.

Pres. Hutchins commended the address of Mr. Diffenbaugh and recommended that it be published in each county paper of the state. A motion to that effect was amended to provide that the addresses be published in pamphlet form and supplied to members for distribution among farmers.

Hon. J. E. Love Chairman Corporation Com'n spoke of the new Freight Rates which effect a reduction of 20%. In revising rates we have tried to be fair with the shipper and the carrier. Our Corporation Commission has been in existence since November, but we have issued, but four orders. The new schedule was

adopted only after conferences with shippers and carriers.

We have made rates that you should know of, and if you will send us a request your name will be placed on our mailing list and we will send you copies of all our rates as they are issued. Our new rates on lumber will save the state \$1,000,000; on coal \$1,075,000; on hay \$50,000.

Our new telephone rate schedule in Enid will save its citizens \$9,000.

Our Commission has had several conferences with Arkansas and Texas Commissions in an effort to gain some influence over interstate rates.

A comparison of the rates in force here with the rates in force elsewhere has opened our eyes. We do not expect any lower rate than is in force elsewhere but we wish as low.

We have not done much yet, but the legislature has not given us much money to work with. We have a force of only fourteen, yet we have saved the people of the state \$4,000,000. The efforts to secure thru rates from different points in the state to other points in the state were in vain until the Commission was established and thru rates ordered.

We find the railroad men very reasonable in all our conferences and they seem willing to do what is right.

I wish to request that you dealers give a portion of the reduction in rates to the farmer.

Adjourned to Wednesday 9 a. m.

## The Trolley Ride.

Immediately upon the adjournment of the meeting the visitors boarded two large cars and were taken to Belle Isle Park and returned to city in time for supper.

## Wednesday Morning Session.

Pres. Hutchins called the part of the members present to order at 10:30 a. m.

E. R. Kolp moved the appointment of a com'te to consider changes in the trade rules. The motion was carried and J. H. Shaw, W. M. Randels and D. J. Donahoe were appointed such a com'te.

J. A. Smith, Chief Inspector of Oklahoma spoke on Oklahoma Inspection as follows:

## Oklahoma Inspection.

As the Inspector of grain for the state of Oklahoma, I will say in the beginning; that I would like to have the co-operation of the Grain Dealers Association, every shipper, and producer of grain in the state. For it seems to me that the Inspection of Grain can be placed on a better basis, if the Inspector, Shipper, Consignee and Producer work faithfully and honestly together to bring about that result.

I do not know of any product that is produced that has more grievances to complain of; than the consignor and consignee of grain. The causes are many on this proposition.

I will speak plain and brief on this subject. I will concede without argument that the Shippers and Consignees of Grain are as honest, as, any other class of business men.

There are some abuses in this connection that I wish to speak of: oft times the shipper will send his car of grain to market with grain he knows to be a certain grade; when he gets his returns on the car shipped he finds it was graded One Or Two and sometimes three grades less than he was entitled to receive and from 25 to 100 bus short of what was really in the car; thereby causing a loss of fifty to One hundred Dollars and sometimes more on that consignment.

Now where does that loss fall; on the shipper? Not always. The price is lowered to the producer to cover all such losses on fraudulent grading and weighing



and leakage on cars, or, the shipper would be forced in to Bankruptcy.

Now again the Consignee purchases grain on the basis of No. 2 No. 3 to apply. No. 2 wheat will be placed on top; farther down we find No. 3; going deeper we find No. 4 and in the bottom we find grain that has no grade at all.

Should the Inspector find this as it really appears and give it the grade it is entitled to receive under the strict rule of grading then the shipper makes a complaint that he has been robbed on his grade: when under the Rules for Grading he should receive the lowest grade found in the car; when it clearly appears that the car was plugged.

**WE ARE NOW APPROACHING** harvest with the outlook good for an abundant crop of wheat, oats, and corn. I do not believe that Oklahoma has been getting the grades we are entitled to receive under the Rules laid down by the Uniform Grade Congress that met in Chicago in Dec 12, 06. That Congress prescribed Rules that wheat weighing 61 Lbs. that was dry, sound, sweet and clean should take Grade No. 1. Wheat testing 59 Lbs. that was dry, sound and clean should Grade No. 2.

No. 2 corn shall be 95 per cent white or yellow, as, the case may be to receive grade No. 2 and be sweet and dry.

Oats to grade No. 1 shall be dry, sweet, sound, bright and clean, free from other grains and weigh not less than 32 Lbs. to the measured bushel.

**OKLAHOMA HAS RAISED** millions of bushels of wheat weighing 61-62-63 and high as 64 Lbs. to the bushel; and yet we have taken grades of 2 and 3 on such wheat when it should have been No. 1 & 2 grades but failed to get it.

The same is true of corn and oats: take for instance oats testing 36 to 40 Lbs. and being graded No. 2 & 3.

By what rule does the Inspector give such Grades? Yet all the Shippers know this is too true to leave room for argument.

The question then presents itself: how are we going to remedy the evil complained of?

**ONE OF THE PRINCIPAL THINGS** of this meeting should be to market the

Crops of Oklahoma at better prices and to better advantage, for both Shipper and producer. You may say: how is this to be brought about? I think we should establish Inspection Districts where all grain shipped out of the State could be Inspected and weighed by a competent Inspector and weigh-master, giving a certificate as to both Grade and weight.

The Shipper would then be protected by a disinterested party to the extent, that should it become necessary we could arbitrate all differences as to Grade and it would surely be a great protection as to weights.

Again—when it was Inspected and weighed it should be the duty of the Inspector to examine as, to the condition of the car and note the same on the certificate; and if found in bad condition to immediately have the same repaired and stop all leakage and loss of weight; which would prevent a great many claims for damages against the Consignee and Railroad Co.

**THE LAW PROVIDES** that any Shipper can have Grain Inspected in transit, and when it is stopped for Inspection it could then be examined, as, to condition of the car and weighed.

The car should be uncoupled and carefully weighed by a competent and painstaking man. The reason for this is: that cars are very often weighed in motion coupled to other cars by careless employees of the R. R. Company, who do not care whether the Shipper pays for a few thousand pounds more or less; which often amounts to several dollars to the shipper.

The rail-roads are only entitled to receive pay for what freight they haul and would surely ask no more.

The Grain Dealers have had experience with all kinds of Inspection and Inspectors. I have given this subject a great deal of thought since my appointment.

**THERE ARE SOME DEFECTS** in the system of Grading; but to my mind there is more defects in the men who do the Grading than there is in the system.

There should be a well defined system of Grading that should be made compulsory and placed under competent Grain Men; who, are well Salaried and have no other vocation but to Inspect Grain. They

should be placed under a board of Commissioners who are Grain experts.

In the case of test weights there is a Rule laid down by the Uniform Grade Congress that is the correct Rule for all Inspectors to follow, and if followed closely there will not be a variance of from 1 to 3 Lbs. per measured bushel.

Manner of testing with the kettle. Wheat and Rye shall be tested by the test kettle, being placed where it cannot be jarred or shaken, from scoop, bag, or pan, held two inches from top of kettle. Pour into the middle of the kettle, at a moderate rate of speed until running over. Then strike off in a Zig Zag manner, with edge of beam held horizontally. If testing is done in this manner there will be no variance in regard to weight.

It would seem there should be no question as to what constitutes sound grain; but, I have found there is in some markets by some men.

**THE RULES FOR GRADING** grain in this part of the country means a great deal to the Shipper and Producer if, honestly and faithfully applied; but, I am sorry to say this is not always done.

The least honest and straightforward are favored by the Inspector to the detriment of the honest grain dealers. Thus they are made to suffer for the sins of the corrupt dealer.

I find that Kansas and Missouri have practically the same Laws and Rules for grading grain that we have in this State.

The Board of Trade in Galveston have adopted Rules the same as ours and those adopted by the uniform Grade Congress.

I have received and have in my possession the Rules for Grading Grain at New Orleans. The difference between their Rules and those adopted by the uniform grade congress are: White wheat Grade No. 1 and 2 would be graded No. 3. Hard Winter wheat No 1 would receive grade No 2. Red Winter Wheat No 1 would be graded No 2. No 2 would receive No 3 and Grade 3 would be called Grade No 4. It seems to me, that, New Orleans could and should be prevailed upon to adopt the rules that were adopted by the Uniform Grade Congress in Chicago in 1906.

**HOW CAN INSPECTORS GRADE**



Oklahoma Dealers Boarding Trolley Cars for Ride to Belle Isle Park.

wheat the same and have different Standards for Grading existing in different markets? it cannot be done with such Rules existing.

Our Inspection should be governed similar to Kansas and Missouri. That a department of record for the Inspection and weighing of grain is hereby established to be called the State Grain Inspection Department. Said Inspection Department shall have full charge and power over the Inspection and weighing of grain at all Rail-road terminals, warehouses, or other points within the State, wherever the business transacted will by the Fees provided by law pay the Salary of an Assistant Inspector and weigh-master, or wherever upon request by parties interested to the Chief Inspector he may establish inspection and arrange that the officer in charge accept as full compensation for his services an amount equal to the whole revenue obtained at that place.

IT COSTS the above named States Fifty or Sixty Thousand Dollars to maintain Inspection and weighing. All paid by the State Treasury; but the fees received by the state make it more than self-supporting.

We can never have Inspection in this State, all that it should be, until the Grain men and the producers urge this movement and push it with all their might and contend for every inch of vantage ground gained; until, we get our rights in all foreign markets. The state of Missouri provides that, any grade established in other States or Territories shall prevail and be lawful in that State when used and applied to dealings had in, and with grain produced in other States, it may be sold and handled in that State under the same Grade prevailing at the point of production of said grain. Thus: you see it is quite an object selling grain in Missouri to have Oklahoma Inspection on it. I also notice that a large percent of the wheat grades No 1-three fourths of it No 2—and a very small per cent is rejected. Seventy-five per cent is graded No 2.

ALL INSPECTORS should use a great deal of care in the Grading and weighing of grain. Any Inspector who neglects his duty or carelessly inspects or grades any grain improperly, or, who accepts any money, or, other valuable consideration directly or, indirectly for any neglect of duty as, such inspector, or, Deputy Inspector of grain, or, any firm or person, or, coporation who, shall improperly influence any Inspector, or, Deputy Inspector by offering money or other valuable consideration should be fined heavily for such conduct.

IN EVERY INSPECTION DISTRICT established we should have an appeal Board or, Board of Arbitration, and in every district I shall appoint one. In all cases involving doubt on the part of the Inspector as to proper inspection into, or, out of any Elevator or, Mill, or, the shipper shall be dissatisfied with the decision of the Chief Inspector or his Deputy, he shall have the right of appeal to said Committee or Board, who shall at once convene and whose decision shall be final as to Grade.

Geo. Sohlberg: I think the suggestion of the Chief Inspector that he appoint an Appeals Board of the local grain men, wherever an inspector is employed is good and I think we should recommend it to our Rules Com'ite.

C. F. Prouty: That matter shud be handled by the Inspection Dept. If we do as Mr. Sohlberg suggests it will interfere with our regular Arbitration Com'ite.

J. A. Mugg, Ft. Worth: As a Texas eltr. man I hope to see the day when ship-

pers to Ft. Worth will not be called upon to accept weights of points beyond Ft. Worth. If it comes to Ft. Worth our weights should govern.

J. E. Farrington, Anadarko: I make it rule to take no chances on cars leaking. I nail a heavy board over king bolt at each end of every car. I had some placards printed and tack on each car shipped show what and how much grain I put into each car. My shipments are seldom short and I feel the care exercised has paid well.

J. F. Edwards, Dallas, Tex.: As a Texas broker I have tried to humor the miller buyer who has what I believe to be good hopper scales or track scales by accepting his weights. Those who have only wagon scales I insist accept shippers or transit weights.

I find many Oklahoma shippers do not weigh their grain, but load the car and guess at the weight. Often their weights are 10000 lbs out of the way.

E. R. Kolp: Comparatively few Kansas shippers sell their weights or grades. Of course the large eltrs. at Wichita, Winfield and other points having first class weighing facilities are in a position to insist upon their weights governing.

J. S. Hutchins: After we have adopted a uniform confirmation I believe it would be well to send a comite from this ass'n to go to the Ft. Worth meeting and induce the Texas Ass'n to adopt the same form.

A. E. MacKenzie, Chickasha: My experience at Galveston and New Orleans convinced me much more corn would grade satisfactorily if shippers would clean their grain.

Upon motion Pres. Hutchins appointed Buran House, Wm. Randels and J. W. Dickson a Comite to Nominate an Arbitration Com'ite.

Wm. Murphy told a Swede story on how Wirt & Lyons got religion and their eltr. man refused on the ground they would have no one to weigh wheat.

J. E. Farrington spoke of the grain dealers interest in the selection of good seed grain and read extracts from Prof. N. B. Holdens book on Corn Culture. He also gave copies to dealers who wished it.

He recommended the planting of black-eyed stock peas to rejuvenate soil which needs a rest.

The first year we shipped in seed corn from Iowa, Illinois, Missouri and Kansas and then bot the crops produced, so now we are getting fine home grown seed. If our present prospects are harvested we will have the largest crop yet of high grade seed.

Adjourned to 2 p. m.

## Wednesday Afternoon.

The afternoon session was called to order by Pres. Hutchins at 2:40, who asked for the report of the Com'ite on Uniform Confirmation form.

U. F. Clemens: When appointed on this com'ite I that we had short and easy work ahead of us, but soon found we were mistaken. However, we will present the following form for your consideration:

### Confirmation of Purchase Sale.

....., Okla., ..... 1908.

I confirm purchase from you to-day by ..  
..... sale to ..  
Mr. .... talking of ..  
cars .... bu., sweet, sound, dry ..  
to grade .... at destination ..  
of shipment at ..  
..... per bu. .... basis ..  
to be shipped on or before, 190 ..  
via ..... Railroad, settle-  
ment based on ..... weight  
and ..... grades at destination  
of shipment.

No shipment to be made until billing instructions have been furnished.

It is understood that seller shall pay all exchange, inspection, weighing and trackage, if any.

All shipments to be loaded in accordance with the rules of the railroads over which they will move.

Any shipment misgrading at destination and not applicable to the contract shall be turned back to seller, and at buyer's option, other grain shipped in its stead, or contract cancelled, or buyer's loss paid by seller.

Should seller fail or refuse to take the shipment back so misgrading, then it is agreed that buyer shall dispose of same said seller hereby agreeing to pay buyer's loss occasioned hereby.

Acceptance of this confirmation by you without immediately notifying us of error is an acknowledgment of same.

J. E. Farrington moved that the form be taken up section by section, and then voted on as a whole.

J. C. Robb moved to lay on the table. Carried.

E. R. Kolp moved we adopt a uniform form of confirmation. Seconded. Carried 32 to 21 votes.

F. D. Stevens moved the omission of "sweet, sound, dry" in the form presented. Carried.

Motion to substitute "grades and—weights" for "weight and—grades at destination of shipment" was carried.

Upon motion of D. J. Donahoe the clause relating to Billing Instructions and all following provisions were stricken out, and the following added: "The Trade Rules of the Oklahoma Grain Dealers' Ass'n to govern."

Upon motion of Mr. Farrington, the form was adopted as a whole.

The President was empowered to appoint a Com'ite of three to confer with the Texas Ass'n as to the adoption of the same form of confirmation.

Sec'y Prouty read his annual report from which we take the following:

### Secretary's Report.

For the eleventh time in the history of our Association we are met in Annual session for the purpose of mutual helpfulness of getting better acquainted with each other, and formulating plans and methods whereby our difficulties may be made less and our benefits more. Do we not all go home from these meetings with some new idea to put into the year's work and the pleasant memory of new friendships formed. We learn to think better of our competitor when we meet him socially and we find he has his rights as well as we and that it may be he can give us helpful pointers along our line of work. We are facing a different proposition from the one which confronted us at this time last year, as our fears of the green bug are vanishing and conditions are favorable for an enormous crop of all kinds.

You are to be congratulated on your loyalty to the Association in the last year, which was in many respects a trying one, and we sincerely trust that as an association and as individuals you may profit by it this coming season.

There are a number of vital questions before us this year, one of the greatest of which is that of Federal Inspection of grain. This has been presented in its numerous phases, pro and con, until it is hard to decide whether advantages or disadvantages predominate.

While we ask for legislation along many lines we must bear in mind the fact that it is also possible to have too much of a good thing—which is one of the conditions liable to confront us now. It seems to me that the prevalent effort to originate regulations of all kinds with the Federal Government may have its dangers unless as advantages. The bills to regulate the handling of grain, which have followed so closely those placing inspection under Federal control, are certainly a menace to commercial life in our line of business.

A law making the selling of grain for future delivery unlawful unless the seller actually holds the grain, or has it growing, would simply mean the closing of the Boards of Trade everywhere. Did it only mean the closing of the bucket-shops, we, with all other legitimate dealers, would say Amen to it, but when it means the closing of the marts of trade of competitive markets, where the supply and demand is regu-



lated and where prices are kept steady and good, then we as one man must say, "nay verily," rather too little law than as the homely old saying, that "we should cut off our nose to spite our face."

**Arbitration:** This last year our local Board has tried 25 cases, only eight of which were appealed, and in only two of these did the Tri-State Board reverse the decisions of the local board. Right here may I make a suggestion. I would like to ask the Association to instruct their member of this Tri-State Board to introduce a motion and do all in his power to have it become a rule, that when cases are appealed to this Board the one appealing shall deposit with member of his Association a certified check to cover the amount of award. This will do away with delays and difficulty in some cases of collecting awards after decision has been given. I would further recommend that in the choosing of the new Arbitration Board the Southwest portion of the state be given representation.

It is a source of great regret to me that closer and more friendly relations do not exist between the dealers of our state and those of Texas. The two states are such close neighbors and so many business transactions take place between the dealers that the most friendly relations is a consummation devoutly to be hoped and labored for.

And now may I thank you for your hearty support during the past year and wish you a most prosperous season just before you.

Our Association has, I think, prospered the past year—while we have not increased in members we have taken in 27 new members, but about the same number have discontinued business. We now have 157 members.

Sec'y Prouty read the minutes of the last annual meeting, which were approved.

The Treasurer's report was read and referred to the Executive Com'ite for auditing.

#### Treasurer's Report.

Traveling expenses .....	\$ 547.88
Phones and telegrams .....	117.65
Postage .....	137.50
Printing .....	90.21
Rent .....	165.00
Special comite expense.....	34.25
Express .....	1.45
Clerk hire .....	480.00
Sec'y's salary .....	1,500.00
Expense annual banquet.....	295.92
<b>Total expenses .....</b>	<b>\$3,303.85</b>

Upon motion of U. F. Clemons, J. S. Hutchins of Ponca City, was re-elected President and Mr. Hutchins thanked the members for the honor.

Upon motion the Secy was instructed to cast the ballot of the Ass'n for U. F. Clemons of Marshall, for Vice-Pres.

Upon motion the ballot of the Ass'n was cast for C. F. Prouty for Secy-Treas.

Upon motion the ballot of the Ass'n was cast for A. E. Stephenson, Enid; Buran House, Oklahoma City; C. McFarland, Blackwell; T. F. Blake, El Reno, and G. W. Cole, Snyder, for directors for the ensuing year.

The report of the Com'ite on Nominations for Arbitration Com'ite was rejected.

After several nominations the following were elected to serve as an Arbitration Com'ite for the ensuing year: Whit M. Grant, Oklahoma City; Wm. Randels of Enid, and J. E. Farrington of Anadarko.

J. H. Shaw of Enid was elected member of Tri-State Appeal Board.

A motion by L. C. Kolp, Jr., was passed instructing the President to appoint a committee of three to promulgate resolutions upon the death of Brother Fred Vandenburg, a copy to be furnished the family of deceased, and the resolutions to be spread upon the minutes of this meeting. The President appointed as such Com'ite D. C. Kolp, Jr., Frank Foltz, Whit M. Grant.

W. M. Grant of the Com'ite on Trade Rules proposed the adoption of many new rules. As adopted The Trade Rules follow:

#### New Trade Rules.

**Rule 1. Trade:** It shall be the duty of both buyer and seller, to include in their original articles of trade, whether conducted by wire or by mail, the following specifications (for exception to this rule see Rule 2):

Number of bushels, or cars;  
Kind and grade of grain;  
Price;  
Point of shipment or delivery, or rate point;  
Time of shipment or delivery;  
Route;  
Terms.

**Rule 2. Usual Terms:** The specifications of Rule 1 shall apply except in cases where the buyer and the seller have been trading on agreed terms and conditions, in which event it shall be sufficient for the words "usual terms" to be used in telegrams, and the use of said words shall imply that such terms and conditions as governed previous trades of a like character, shall obtain.

**Rule 3. Card Bids:** The acceptance of a card or letter bid shall imply with it a full acceptance of the written and printed conditions contained therein.

**Rule 4. Confirmation:** It shall be the duty of the purchaser to mail the seller on the day of purchase, a confirmation in writing, giving the number of bushels or cars, kind of grain, railroad and point of shipment, terms of price, time given for shipment, also billing instructions in keeping with the rules of the railroad on which the shipment is to originate at time of sale, kind of cars to be loaded, and any other points the purchaser may deem worthy of mention. It shall also be the duty of the seller to confirm sales in writing on the day of sale, setting forth the number of bushels sold, kind and grade of grain, railroad and point of origin, price, time within which grain is to be shipped, terms and agreement to abide by all other conditions named in the card or wire bid. On receipt of confirmation, both parties to the contract shall carefully check all terms named therein, and in case of any difference, notice must be given at once by wire or phone confirmed in writing.

**Rule 5. Time for Shipment:** Specific number of days in time of shipment or arrival on all contracts should always be mentioned. Shipments within any number of days shall mean to exclude day of sale, Sundays and legal holidays. "Immediate shipment" shall mean within three days, with same specifications as above; "Quick shipment" shall mean within five days, with same specifications as above, and "Prompt shipment" shall mean within ten days, with same specifications as above. Where no time is specified, it shall be understood to mean ten days shipment.

**Rule 6. Billing Instructions:** (a) In case grain is sold for immediate or quick shipment, the buyer shall furnish billing instructions by wire, unless said instructions were embodied in the original contract. (b) The buyer shall be allowed three business days within which to furnish billing instructions on sales for prompt or deferred shipment, and must furnish the said billing instructions any time after three days, when requested by the seller. Should the buyer, after the expiration of the allotted three days, fail to furnish shipping instructions on demand, the seller shall have the right to elect either to ship the grain to the postoffice address of the buyer, sell for his account, extend the time of shipment, or to cancel the contract outright; twenty-four hours' notice having been given by the seller of his intention and election.

**Rule 7. Incomplete Contracts:** When the seller finds that he will not be able to complete a contract within the agreed limit, it shall be his duty to so advise the purchaser by telephone, or telegraph, whereupon it shall be the duty of the purchaser at once to elect, either to buy in, cancel the deficit, or to extend the contract to cover said deficit. Should the seller fail to notify the purchaser of his (the seller's) inability to complete a contract for shipment, as in this rule above provided, the said contract shall remain in force, unless, and until completed, extended, bought in or cancelled. Upon failure to receive notice of shipment, after the expiration of the shipping limit, as specified in the contract, the purchaser may elect, either to buy in, or to cancel the contract, and shall notify the seller by wire, that unless he (the purchaser) has in receipt of notice, by wire, within twenty-four hours, advising that shipment will be completed within forty-eight hours, he (the pur-

chaser) will, at the expiration of said twenty-four hours, at once proceed, either to buy in or to cancel said contract, and to render a statement to the seller for all losses incurred.

**Rule 8. Cancellation of a contract:** should the purchaser not demand the grain nor cancel the contract; nor should the shipper not offer the grain for shipment, it will be understood that the contract would expire in thirty days from the expiration of the original contract.

**Rule 9. Contract:** If the purchaser is unable to buy in grain to fill a contract at its expiration, and the purchaser and seller cannot agree on the market difference, the matter should be referred to the Board of Arbitration for adjustment.

**Rule 8. Demurrage:** The seller shall be liable for any demurrage charges accruing on grain billed to "shipper's order," when such charges can be shown to have accrued by reason of the inability of the buyer to get possession of the bill of lading whenever said bill of lading is necessary to furnish disposition.

**Rule 9. Sample Grain:** It shall be the duty of the seller of grain by sample to furnish grain fully up to sample. Shipments rejected on account of quality shall be compared with the sale sample, by either the Chief Grain Inspector, the Inspection Committee or some other duly authorized committee of the market, in which such rejection is made, or a committee agreed upon by the parties at interest, and the finding of such committee shall be final. Should the finding be in favor of the buyer, the buyer shall at once notify the seller by wire, and notify the seller of the seller to make satisfactory adjustment with the buyer within twenty-four hours, at the expiration of which time, if not adjusted, the shipment shall be subject to the order of the seller, and it shall be the duty of the buyer to buy in, cancel or extend the defaulted contract and notify the seller of his action. Should the buyer and seller fail to arrive at a basis for adjustment that would enable the buyer to handle such grain not up to sample, and should said grain be finally rejected it shall be the duty of the seller promptly to reimburse the buyer to the full amount of money advanced on such a shipment so rejected.

**Rule 10. Loading Minimum:** It shall be the duty of the seller to load cars in accordance with the rules and regulations of the initial railroad; and to assume any loss resulting from the non-observance of such rules and regulations.

**Rule 11. Terms:** The word "terms" shall mean that the weights and the grades of a shipment shall be determined in the market agreed upon at time of sale, it being understood, in addition, that whenever applied, to a terminal market, the word "terms" shall be construed to mean that all the rules governing such market, shall obtain.

**Rule 12. Telegrams:** The sender of a telegram shall prepay the charges, unless otherwise agreed upon, or through the negligence or default of some other party the necessity of sending telegrams arises.

**Rule 13. Acceptances:** Telegraph and telephone acceptances of letter and card bids for "track grain" must reach the office of the bidder within the time limit specified therein. Wire bids and quotations shall specify time limit for acceptance.

**Rule 14. Surplus Grain:** Surplus grain shall be taken to account by the buyer, at the current market price, on the day after the last car is unloaded.

**Rule 15. Regular Market Terms:** "Regular market terms" shall mean that the official inspection and weights of some Board of Trade, State, or disinterested public inspection and weighing department, shall govern.

**Rule 16. Grades at Destination:** In case the consignee claims that grain at destination does not come up to the grade specified by the contract, or special written instructions, the shipper shall be notified by wire, and if satisfactory settlement cannot be made, the shipper or consignee shall have a right to appeal to a standing committee of three, which the Chief Inspector shall appoint at every point where state inspection may be established. Said committee shall consist of men experienced in grain and their decision shall be final in the controversy. In all cases where grain is sold on destination weights, such weights shall mean hopper or track scale weights, and in every point where state wagon or platform scales, such weights shall not be final, but the shipper's sworn weights shall be the basis of settlement.

**Rule 17. Interior Shipment:** No grain sold on regular market terms shall be forwarded by purchaser to interior points without the consent of the seller.

**Rule 18. Invoice and B/L:** It shall be the duty of the shipper of all grain to

mail purchaser or consignee on day grain is loaded an invoice of such shipment, setting forth the car initial and number, kind of grain, actual or estimated weight, price if to be applied on sale, amount of draft drawn and how billed. All Bs/L attached to invoice or draft must be in proper form, and the buyer shall not be responsible for the payment of drafts, or for delays occasioned by the forwarding of irregular or improper Bs/L by the seller.

**Rule 19. Overdrafts:** When for any reason, an overdraft has been made on grain shipments, and has been discovered before the draft is paid, the buyer shall elect either to pay the overdraft for account of the seller, or to request the seller to reduce his draft to the proper amount. In the event that the buyer elects to pay the overdraft for account of the seller, and in cases where drafts are so paid, and an overdraft is not manifest until an account current is rendered, the seller shall reimburse the buyer on demand for the full amount of said overdrafts.

**Rule 20. Balances:** Any cash balance accruing to the seller on a contract shall be promptly remitted when said contract is complete.

**Rule 21. Arbitration:** Where differences between members of this association and a member of other associations and other dealers, where such other association members and other dealers assent thereto, cannot be amicably adjusted, said differences shall, at the request of either party, be submitted to the Arbitration Committee of the association having jurisdiction where the contract is to be performed or completed.

In the event that the decision of the Arbitration Committee is not satisfactory to both parties, the question may be appealed for final decision to the Tri-State Arbitration Committee.

**Rule 22. Feedstuffs:** The trade rules governing the purchase and sale of grain will govern the purchase and sale of all feedstuffs in straight car lots; also grain, feedstuffs and flour, in mixed cars.

**Rule 23. A Car Load:** A car load shall consist of bushels as follows: Wheat, 1,000; shell corn, 1,100; ear corn, 550; oats, 1,250, unless otherwise specified.

**Rule 24. Inspection Upon Arrival:** On arrival of cars at destination it shall be the duty of the purchaser to have said cars inspected within 48 hours after arrival, provided he has received the B/L therefore. Any deterioration of grain in transit resulting from destruction after said 48 hours shall be at the expense of the holder of the original B/L.

Adjourned at 6:55 p. m.

## Convention Notes.

One Tennessee man—L. W. McCord of Memphis.

The best meeting ever held by the Oklahoma Ass'n.

J. A. Horn was the only elevator builder chasing contracts.

Only one bag man—C. R. Decker, reptg. Milwaukee Bag Co.

All the Oklahoma City dealers were on the reception committee.

P. S. Goodman was the only representative of a Chicago commission firm.

The best attendance and the most interesting program ever had by the Ass'n.

Allison Barry exhibited a working model of the Richardson Automatic Scale.

Nobody Knows How Dry I Am, was the favorite ditty. Parched tongues were seen hanging from many mouths.

LOST—One new hat, somewhere between there and here. Finder will please return to John R. Tomlin and ask no questions.

Six Pointers for a Grain Man and A Grain Man's Diary were distributed with the compliments of the Grain Dealers' Mutual Fire Ins. Co.

Among the souvenirs distributed were Bull & Bear pins by Wm. Murphy, lead pencils by D. L. Croysdale, pocket mirrors by J. B. Norton and smiles by Hugo Roos.

Buran House, editor and publisher of the famous hammer gazette, known locally as *The Knockeroo*, issued a special in-

a vain attempt to square himself with the Raw Roasters of the Bachelors' Automobile Club. Every one toasted subscribed for many extra copies and promised to hang the editor if another number were issued. Single copies 5 cts.

Kansas delegation included J. A. Woodside, J. C. Robb, E. M. Flickinger, C. C. Fields, J. R. Detwiler, F. D. Stevens and W. R. Binkley, Wichita; H. H. Hill and H. F. Probst, Arkansas City.

Mutual fire insurance companies represented were Miller's Mutual of Illinois, by Secy. A. R. McKinney and R. Watson; Southwestern Agency of Mutual companies, Chas. H. Ridgeway; Grain Dealers' Mutual Fire Ins. Co., by W. M. Sloan.

E. M. Flickinger was very unfortunate. Being unable to get accommodations at the hotel, he sought rest at the Occidental rooming house, only to be robbed of his cash while he slept. No doubt the thief was killed by a policeman as he attempted to escape.

The Kansas City delegation included C. M. Boynton, W. H. Burns, W. T. Brooking, D. L. Croysdale, F. G. Crowell, H. J. Dissenbaugh, L. A. Fuller of the Thresher Fuller Grn. Co., F. L. Ferguson, reptg. A. C. Davis & Co.; G. B. Flack, W. C. Goffe of Goffe and Carkner, F. B. Godfrey, S. P. Hinds, Allen Logan, Wm. Murphy, Hugo Roos, J. R. Tomlin of the J. R. Tomlin Grain Co., H. R. Williams.

The Texas dealers in attendance included Kent Barber, Ft. Worth; W. O. Brackett Sherman, H. D. Butts, Galveston; R. A. Chapman, Sherman; G. E. Cranz, Ft. Worth; K. F. Dazey and E. B. Doggett, Ft. Worth; J. F. Edwards, Dallas; E. R. Kolp, G. A. Lyman and J. A. Mugg, Ft. Worth; J. V. Neuhaus, Houston; E. G. Rall, Ft. Worth; E. W. Rollow, Van Alstyne, J. G. Smith and I. Updike, Ft. Worth; J. C. Whaley, Grainesville, and G. B. R. Smith, Celina.

Among the Oklahoma dealers in attendance were E. Bemford, Guthrie; J. S. Badger, Pawnee; J. R. Bailey, Enid; J. P. Becker, Goltzy; H. Baird, Shattuck; W. C. Boyle, Bridgeport; W. W. Bruns-kill, Elgin; J. J. Canavan, Thomas; G. M. Cassidy, R. W. Campbell, Frederick; U. T. Clemons, Marshall; D. D. Cottrell, Newkirk; J. W. Dickson, Hobart; D. J. Donahoe, Ponca City; J. J. Donahoe and E. L. Donahoe, Mulhall; J. E. Farrington, Anadarko; S. P. Feunquay, Tonkawa; F. Foltz, Blackwell; C. W. Fowler, Guthrie; W. F. Gibson, Cherokee; D. O. Green, Enid; J. W. Grim, Augusta; M. C. Groseclose, Waukomis; W. M. Gwyn, Ardmore; W. A. Hays, Blackwell; G. A. Harbaugh, Ponca City; B. C. Hallum, Fletcher; W. Hayton, Billings; B. C. Headrick, Tuttle; J. S. Hutchins, Ponca City; M. E. Humphrey, Chickasha; E. D. Humphrey, El Reno; F. E. Humphrey, Lawton; W. L. Jones, Pocosset; E. W. Johnston, Pond Creek; D. M. Kramer, Tuttle; A. D. Know, Ralston; J. F. Kroutil, Yukon; J. T. Langford, Enid; L. I. Lewis, Jet; E. H. Linzee and C. G. Long, Hobart; G. M. Lovell, Waukomis; G. M. Lowry, Pond Creek; F. K. Low, Pauls Valley; D. E. McAnaw, Elgin; D. McKinstry, Perry; J. McIntyre, Jefferson; M. C. McCafferty, El Reno; A. W. Marlow, Minco; G. A. Masters and E. J. Miller, Perry; J. E. Miller and wife and R. B. Miller and wife, Custer City; G. M. Mell, Tuttle; F. E. Martin, Blackwell; S. W. Miller, Clyde; E. S. Morrow, Cestos; C. S. Miller, Newkirk; J. H. Moore,

Pond Creek; P. J. Meagher, Orlands; W. L. Perkins, Granite; W. Randels, Enid; J. Rawlins, Greenfield; J. W. Reser, Renfro; J. W. Rodkey, Edmond; J. E. Ruth, Kingfisher; J. H. Shaw, Enid; J. E. Shields, Marlow; E. W. Sibley, Cashion; H. Stauffacher, Blackwell; Ed Shultz, Mountain View; D. K. Sterrett, Billings; W. Sprague, Lakoma; G. Stevens, Cashion; J. Vandenburg, Blackwell; C. W. Vilott, McAlester; E. J. Webb, Geary; E. Wiegel, Perry; W. H. Witcraft, Fairfax; J. F. Wesley, Thomas; F. A. Wheeler, Guthrie; W. O. Wheeler, Weatherford; A. Zeitz, Bridgeport.

## The Banquet.

About 9:30 Wednesday evening 210 grain dealers and millers sat down to a sumptuous banquet in the commodious dining hall of Hotel Threadgill.

The tables were decorated with ferns and carnations. A six piece orchestra dispensed stirring popular airs and kept auditors in a merry widow mood. As the following menu was served, the drought was broken and 200 men saved:

Menu.		
Salted Almonds	Olives	
Tomato Consomme	Anglaise	Radishes
Broiled Superior White Fish.		
Maitre de Hotel Julienne Potatoes		
Larded Tenderloin of Beef	Bearnaise	
Fresh Asparagus on Toast		
Fried Spring Chicken	Maryland New Potatoes in Cream	
Cucumber Salad	Vinegarrette	
Ice Cream and Cake		
Edam Cheese	Crackers	
Demi Tasse Coffee		

Toastmaster Graves Leeper called upon Nels Darling to welcome the visitors and he did it most royally.

H. F. Probst responded for the visitors in his own eloquent English.

F. D. Stevens was called upon to respond to the toast The Absent Green Bug, but said nothing regarding bugs of any color.

Wm. Murphy told funny stories in Swedish dialect.

Charles S. Clark told of Yellow Journalism.

Jack Love promised to cut out the private cars, give the dealers rates and service, and see that the shippers share the reductions effected with the farmers.

H. A. Tice of the Sante Fe told stories on the grain dealers.

J. C. Robb paid an eloquent tribute to Col. Prouty and told of the Ladies.

Ted Hamilton gave a chalk talk.

R. H. Drennan moved that the next annual meeting of the Ass'n be held in Oklahoma City and it was carried with a whoop.

The banqueters then made a rush for the Sante Fe train to Ft. Worth, only to find it late one hour and a half as usual.

The first National Good Roads Congress will be held at Chicago, June 15, followed by a second convention at Denver, Colo., July 6. The call for the convention and congress has been signed by the governors of 32 states and the mayors of 50 cities. One event of the congress will be the largest automobile parade ever held.

The failure of T. A. McIntyre & Co. calls to mind the attempt of Thomas McIntyre to organize a flour trust in 1899, when promotions and mergers were so popular. His United States Flour Milling Co. failed, however, just as other combinations in linseed oil, glucose and oatmeal have collapsed because it is impossible to control the price of their raw material—grain.



# Grain Trade News

## ARKANSAS.

Hot Springs, Ark.—The Valley Grain & Commission Co. has been dissolved.

Little Rock, Ark.—The John Schulz Feed Co. which recently began suit against the Missouri Pacific in the federal court for alleged discrimination in granting rebates on shipments of feed from Howard Station, is unknown at this city.

## CANADA.

Calgary, Alta.—The Independent Eltr. Co., Ltd., incorporated.

Cowley, Alta.—The Western Trading & Grain Co., incorporated.

Buchanan, Man.—The Saskatchewan Eltr. Co. is erecting an eltr. here.—C.

Toronto, Ont.—The Grand Trunk Ry. has decided to rebuild its burned eltr.

Ervine, Alta.—The Alberta Pacific Eltr. Co. has recently bot the eltr. of the Ervine Eltr. Co.

Comber, Ont.—Mr. Omstead will erect a new \$5,000 grain eltr. in front of his grist mill.

Toronto, Ont.—The Copeland-Chatterton Grain Co., incorporated, capital stock \$1,000,000.

Port Arthur, Ont.—The Canadian Northern eltr. here has been repaired at a cost of \$50,000. The plant can unload 500,000 bus. every day.

Montreal, Que.—The conveyors at several of the piers have been completed and good progress is being made on the grain carriers from the harbor eltrs.

Montreal, Que.—The first full grain cargo of the season left this port May 16 for Leghorn and Palermo, Italy. It consisted of 220,000 bus. durum wheat.

Winnipeg, Man.—The Winnipeg Grain Exchange has recently adopted a resolution providing for the sale of the new building to the Traders Building Ass'n.

Esterhazy, Sask.—The Smith Grain company's elevator at Stockholm was burned to the ground May 15. Its capacity was about 30,000 bus. The eltr. and engine room were completely destroyed and also a quantity of grain.—C.

Ottawa, Ont.—The government grain act amendment will soon be introduced in the senate by Sir Richard Cartwright. It is said that the new act will provide for government inspection of both interior and terminal eltrs., and for the sale of grain by sample.

## CHICAGO.

Memberships in the Board of Trade are selling at \$2,150.

Robert H. Thorburn, who is now in England, has regained his lost sight.

Frank N. Harlow has been reinstated to membership in the Board of Trade.

Herbert Roos, who failed on the Board recently, has offered creditors 20 per cent.

A hay weighing ordinance has been approved by the judiciary committee of the city council.

The amendment to the rules of the Board of Trade removing the penalty on No. 2 hard winter wheat when delivered on contract was carried May 18 by a vote

of 382 to 67. It will go into effect Oct. 1, and consequently trade in December wheat is in two styles, old and new. Orders in December wheat will be executed in new style unless old is specified in the order.

The C., B. & Q. R. R. on May 20 issued a bulletin to its traffic superintendents instructing them that the loading of corn was not to be delayed. The Illinois Central also is expediting the movement of corn, it is said.

E. W. Wagner has purchased the lease of the private wires leading from Chicago, Kankakee, Paxton and Champaign, Ill., formerly owned by S. H. Greely & Co. Mr. Wagner also is giving a neat paper weight to his friends who ask him for one.

The proposed amendment to the rules of the Board of Trade intended to prevent extortionate prices in corners was rejected by a vote of 403 to 221. The directors and the cash grain men favored the anti-corner rule, while the big speculators and scalpers worked against it. One of the arguments against the amendment was the uncertainty to buyers in a settlement to be made on a price set by a special committee.

Application for membership in the Board of Trade has been made by Robert J. Brennan, Samuel C. Osborn, Ezra C. Wing, Harry W. De Vore, James J. Henderson and Oscar E. Overbeck. Application for transfer of membership has been made by James Barrel, James G. Martin, Marion S. Connelly, and Stewart E. Barrel. Members of the Board of Trade recently admitted are Guy S. McCabe, Louis C. Brosseau, Jacob Schreiner.

A committee of 21 was appointed by Pres. Sager May 14 to arrange for the annual charity ball game between members of the Minneapolis Chamber of Commerce and the Chicago Board of Trade. Joe Griffin is chairman and H. C. Avery sec'y. The games will probably be played the 11th and 18th of July, the first one at Chicago. Last year the proceeds of the games were devoted to building a cottage at Algonquin where groups of 50 children will be given free care and fresh air every two weeks during summer. This is one of the most appreciated charities practiced by any association in the world and one which adds deserved fame to the Chicago Board of Trade.

Continued covering by shorts advanced the price of the May corn future to 79 cents early in the month. Purchases of yellow and white corn were made in the sample market by Bartlett, Frazier & Carington to meet the demands of their trade, the firm getting nothing but mixed corn on May contracts. Country shippers also appeared as buyers in the sample market for corn to fill contracts, so that the market for the cash grain kept pace with the advance in the May. In view of the sensational corner reports broadcasted by the daily press Pres. Sager of the Board has intimated to the writers that they should adhere more strictly to the truth. It can be stated on the best authority that J. Ogden Armour is not losing millions, nor cents, to J. A. Patten. The short interest is said to be a scattering one comprised of country shippers and eastern speculators.

It has developed that, although the specific rates east of Chicago referred to have been published effective as of date May 1, the western roads have not yet concurred in the cancellation of the proportional rates from Mississippi River crossings. Therefore, the Mississippi River prorate will continue in effect for the time being. We are just advised that effective at once it will be permissible to use either the old Mississippi River prorate or the new specifics out of Chicago, whichever makes the lower basis, this to apply on all grain, whether originating in the country prior or subsequent to May 1st. The application of those rates will continue to be made under the Transit rules, requiring the surrender of expense bills identifying the origin of the grain.—W. M. Hopkins, Manager, Transportation Department, Board of Trade.

Switching limits for Chicago have been prescribed by the Illinois Railroad and Warehouse Commission, with the following rates between any two connecting lines: For distances of five miles and under, \$3.50; for distances over five miles but not exceeding fifteen miles, \$4; for distances in excess of fifteen miles, \$4.50. These rates are to apply regardless of weight or of contents of cars. Where the movement is industrial switching the rates are to be as follows: Five miles or under, \$5; over five miles and not more than fifteen, \$5.50; over fifteen miles, \$6. Where this service is to be performed by more than one railroad the rates are to be \$7, \$8 and \$9 respectively. Provision is also made that the rate on grain between elevators, mills, malt house, distilleries and sugar refineries shall not exceed 75 per cent of the above charges. The commission holds that it is the duty of the railroads to provide the facilities and perform the switching service whenever demand is made and refuses to longer permit the railroads to charge Illinois distance tariffs on switching between industries. The Commission gave railroads and shippers an opportunity to present their objections to the new rules on May 22.

## COLORADO.

Denver, Colo.—The Garden City Grain & Produce Co., incorporated, capital stock \$30,000; incorporators, Herbert E. Johnson, John K. Mullen and Edmond Ryan.

## IDAHO.

Ashton, Ida.—We completed our eltr. Mar. 1, 1908. It has a capacity of 50,000 bus. and is located on the Oregon Short Line Railroad at the nearest grain point in Idaho to the National Park (56 miles). Our machinery consists of one large and one small cleaner and chopper driven by 20-h. p. gasoline engine. Our main crop is oats, some of which tests as high as 47 lbs. to the bus.—Ashton Milling & Eltr. Co.

## ILLINOIS.

Terra Cotta, Ill.—Henry Magoon died recently.

Trimble, Ill.—At present I am out of the grain business.—J. T. Cox.

Bluffs, Ill.—The branch bucket-shop of G. W. Stapely Co., Cincinnati, has been closed.

Wilburn, Ill.—I am out of the grain business. The new dealers are Frank Owen & Sons, who have built an eltr.—R. W. Ross.

Cazenovia, Ill.—Bachman Bros. have had the roof of their eltr. repaired recently.

Wenona, Ill.—Not much doing here in grain now, as it has been too wet.—W. H. Tallyn.

Swan Creek, Ill.—C. L. Grimsley has equipped his new eltr. with a Hall Signaling Distributor.

Golden, Ill.—H. H. Emminga has bot two Improved Hall Signaling Distributors for his new eltr.

Danville, Ill.—The bucket-shop operated here by the Stapely Co., of Cincinnati, has been closed.

Serena, Ill.—The Neola Eltr. Co. has ordered an improved Hall Signaling Grain Distributor for its eltr.

Kirkwood, Ill.—W. K. Gamble has let the contract to Chas. E. Newell for the erection of a 10,000-bu. eltr.

Pesotum, Ill.—Kleiss & Gilles have moved into their new grain office, one of the best equipped offices in town.

Vermillion, Ill.—Rudy & Co., of Paris, Ill., have bot the two eltrs. at this place of Stewart & White, thru John A. Rice.

Speer, Ill.—C. Montrose Dean has installed a Hall Non-Chokable Boot in his eltr. also an improved Hall Signaling Distributor.

Forreston, Ill.—I have succeeded the Neola Eltr. Co. at North Forreston. The company owns the eltr. and I leased it.—C. A. Beebe.

Bushnell, Ill.—The eltr. of A. H. Blanchard, 2½ miles west was burned May 15. Loss, \$3,000; insurance, \$1,000. The fire started on the roof.

Manchester, Ill.—J. R. Blevins has resigned his position with the Manchester Milling Co. and will take charge of the eltr. of Elmore & Lemmon.

Elkville, Ill.—Henry Horn of Duquoin Milling Co., has let the contract to L. H. Hodgman for the erection of a 45,000-bu. eltr. Work will start at once.

Alworth Sta., Winnebago P. O., Ill.—We are building a new eltr. on the I. C. Ry. at this place, also coal and lumber sheds.—Walter Stickney Co., Warren, Ill.

Roodhouse, Ill.—Elmore & Lemmon, of Ashland, have let the contract to R. L. Gonsalves for the erection of an eltr. at this place. The work will be started at once.

Edwardsville, Ill.—The Edwardsville Milling Co., incorporated, capital stock \$75,000; incorporators, Edward F. Schoening, S. K. Wayne and Edward P. Keshner.

Chebanse, Ill.—The eltr. we have here is operated by the Chebanse Grain & Coal Co. We have bot the eltr. of W. O. Brown. H. R. Kinson is manager.—Geo. W. Schrader.

Galesburg, Ill.—The safe in the office of the N. R. Moore Grain Co. was tampered with May 8. The safe was irreparably injured but nothing was secured in the way of booty.

Moweaqua, Ill.—J. T. Walker and Will G. Thompson have bot the grain business of the Evans Eltr. Co. and will take possession June 1. The firm name will be Walker & Thompson.

Cornell, Ill.—The Cornell Farmers Grain Co., incorporated, capital stock \$6,000; incorporators, C. E. Lishness, Z. F. Carroll and S. E. Johnson. The company will buy or build an eltr.

Ottawa, Ill.—H. J. Ruckrigel has withdrawn from the Illinois Valley Grain Co., and, with headquarters at this city, will

operate two of the eltrs. at Ottawa and Buffalo Rock. The Illinois Valley Grain Co. retains the eltrs. at Utica and South Ottawa and Geo. Dunaway will continue as manager.

Surrey, Ill.—Mr. Anderson, of Galesburg, has bot the eltr. interests of N. R. Moore at this place, Cameron and Ormonde Sta. W. P. Moore will retain charge of the eltr. at Cameron.

Don't fail to attend the annual meeting of the Illinois Grain Dealers Ass'n at Springfield, June 9 and 10. Live subjects will be discussed, as noted in the program published in this column May 10.

Wallace, Ill.—The Wallace Grain & Supply Co., has completed its organization, capital stock \$8,000; incorporators, M. Kiley, Mat. Gahan, Fred Roux and Louis Hess. The company will erect an eltr.

Mattoon, Ill.—The Mattoon Grain Co., an organization of farmers, has bot the plant and business of the Cleveland Grain Co. J. F. Gehring, of Indianapolis, western manager for the Cleveland Grain Co., closed the deal.

Walker, Ill.—The Mansfield-Ford Grain Co. bot the eltr. formerly owned by me and sold to Mickelberg & Welsh, of Bloomington, Ill., but it never changed hands until the latter firm took possession.—Chris Fieker, agt.

Reddick, Ill.—M. H. Cooley, of the firm of Cooley & Berger, bot out his partner some time ago and ran the business alone. Recently he sold a part interest to J. C. Tobey, of Odell, and the firm name will be Cooley & Tobey.

Sheridan Junction, Ill.—The Neola Eltr. Co. will build a small eltr. at once. The building will be of cribbed construction, iron clad, with concrete foundation. The Burrell Engineering & Construction Co. has been awarded the contract.

Bloomington, Ill.—Chas. Gnadt's suit against A. D. Haywood has been on trial in the circuit court. Gnadt delivered 2,652 bus. of corn which he declares was No. 3, while defendant alleges it was no grade. The jury awarded plaintiff \$290.

Windsor, Ill.—The Windsor Grain Co. has let the contract for a 28,000-bu. wood covered eltr., concrete foundation, steam plant to be built at once by the Burrell Engineering & Construction Co. It will be equipped in modern style with a U. S. Sheller, Monitor Cleaner and steam engine.

Greer Sta., Wellington P. O., Ill.—The new siding is being put in for the new 35,000-bu. eltr. to be erected for Sam Finney. The plans have been completed and Fred Friedline has the contract. The eltr. will be frame, iron clad, with cribbed bins, concrete foundation and gasoline power.

Stronghurst, Ill.—W. H. Perrine & Co. are rebuilding their eltr. which burned last fall. It will be a 12,000-bu. house. The eltr. will be equipped with an Avery scale and Skillin & Richards Mfg. Co. machinery. C. A. Johnson, a millwright who has been in the employ of Mr. Perrine for several years is building the eltr. Wm. Daugherty will be mgr. of the plant.

Seneca, Ill.—At the annual meeting of the stockholders of the Seneca Grain, Lumber & Supply Co., in March, their report showed a loss in business for the past year of \$4,850. An expert has been put on the books to investigate and up to the present time a shortage of about \$18,000.00 has been discovered. C. O. Hoff, mgr., has resigned; Edward Bartley, assistant mgr. is in charge.

Mackinaw, Ill.—The eltr. I am erecting is a 12,000-bu. house, modern in every way. It will be covered with galvanized iron roof and all. The machinery is the rope drive type. It is 55 ft. high and the foundation is 28 x 26. A gas engine will be installed for power. On the Vandalia Railroad.—John W. Hoffman.

Reddick, Ill.—Bartlett, Frazier & Carrington have bot suit at Chicago against the First National Bank to recover \$25,000 paid on drafts alleged to have been wrongfully indorsed by R. L. Walsh, grain buyer here for the firm. The bank alleges that the firm failed to notify the bank that Walsh's drafts were no longer to be honored.

Peoria, Ill.—Mrs. Henrietta Gudat, who is said by the police to have amassed a fortune of \$40,000 by surreptitious trade in grain pilfered from cars of the Rock Island road in the past 25 years, was recently fined \$10 for trespass on the right of way. She has a miniature elevator on her premises, to the contents of which country grain shippers have been unwilling contributors.

Little Indian, Ill.—The C. P. & St. L. R. R. having withdrawn its offer of a site the Little Indian Farmers Eltr. Co. bot ground at once and let the contract for the eltr. to the Burrell Engineering & Construction Co. The house will have a capacity of 12,000 bus., and its equipment will include Hall Signaling Grain Distributor, Monitor Cleaner, Richardson Automatic Scale and a gasoline engine.

Peoria, Ill.—The large malt house operated by the D. Rothschild Grain Co. was burned May 9. The fire was confined to the 70-ft. galvanized iron covered tower and the roof of the eltr. proper. Insurance on grain \$79,500; on the building \$20,000. The 100,000 bus. of finished malt was water soaked and probably ruined, and the 2,000 bus. in process of fermentation partially damaged. The building was owned by Miller Bros.

Springfield, Ill.—The local merchants who have been promoting the corn show met recently and organized the Illinois State Corn Exposition Co., with D. W. Smith as pres., Chas. F. Mills, sec'y, W. F. Workman, treas., Nicholas Roberts, gen. mgr., and J. H. Lloyd as one of the directors. The show will be held in the State armory building, which has an enormous floor space, and no side-shows will be permitted to detract from the dignity of the exposition. The show is to be educational thruout. Scientifically grown corn, marvelous decorations, a corn kitchen, display of by-products, and implements, will lend interest, and lectures will be given daily by the best known professors.

## INDIANA

Acton, Ind.—The F. A. Rouse Co. has removed from Indianapolis to this place.

Read the criticism of the new Indiana feed law in "Letters from Dealers" column this number.

New Point, Ind.—I am going to increase the capacity of my eltr. from 3,500 to 7,000 bus.—John J. Puttmann.

Lakeville, Ind.—W. H. Stults, who has an eltr. at this place, will move to Kansas, where he will engage in farming.

Haubstadt, Ind.—Ballard & Garrison will erect a 10,000-bu. eltr. Theo. Stunkle will erect a warehouse with a capacity of 5,000 bus.—L.

Darlington, Ind.—I have taken a partner, Albert Cox, and will build at once an eltr. at this place and one at Kirkpatrick, Ind.—Geo. M. Malsbary.



Moran, Ind.—O. A. Davis & Co. have bot the grain business of D. S. Nees & Son at this place. The firm is composed of M. O. and Ophir A. Davis.

Brooklyn, Ind.—The eltr. of T. J. Hughes was burned May 5, together with its contents. C. H. Hubbard, of Martinsville, was interested in the eltr.

La Grange, Ind.—The Home Grain Co., recently incorporated has bot the eltr. of the Berne Grain & Hay Co. J. O. Grove will be retained as business manager.

Jeffersonville, Ind.—Eberts & Bro., incorporated, capital stock \$50,000; directors, Jacob and Conrad Eberts and Eliza Eberts. The company will own and operate eltrs.

Roby, Ind.—The American Maize Product Co., of Maine, incorporated, capital stock \$3,000,000; amount to be invested in Indiana \$500,000. Philip L. Saenger, Indiana agent.

Veedersburg, Ind.—John Reichard's eltr. will be completed in 2 weeks by A. H. Richner, who will furnish a full line of machinery, Western Sheller, Cornwall Cleaner and 3 Richner Grain Feeders.

Indianapolis, Ind.—The Indiana Millers Ass'n will meet here May 26-27. On the program is an address by J. M. Brafford on "The Relation of the Shipper to the Board of Trade."

Indianapolis, Ind.—The Indiana Grain Dealers Ass'n will hold its midsummer meeting Thursday, June 18, at the assembly room of the Board of Trade bldg., Indianapolis.—J. M. Brafford.

Indianapolis, Ind.—The Indiana Corn Show Commission, appointed by the governor, will ask Governor Hanly to designate Nov. 25 as "Corn Day." The Commission has recently chosen officers, and J. M. Brafford is a member of the executive committee.

South Whitley, Ind.—O. Gandy & Co. have let the contract to Fred Friedline for the erection of a 25,000-bu. transfer eltr. He will purchase the material and start the erection of the eltr. at once; the contract also includes the remodeling of the old eltr. and installing new power plant.

## IOWA.

Chatsworth, Ia.—H. B. Dalglish has bot the eltr. of Hopkins & Co.

Decorah, Ia.—John B. Limde has taken charge of the eltr. of the Adams Seed Co.

Middletown, Ia.—The Farmers Eltr. Co. has bot a site and will erect an eltr. at once.

Van Horn, Ia.—The Van Horn Grain & Stock Co., incorporated; capital stock \$2,000.

Alton, Ia.—The Farmers Co-operative Ass'n will buy the eltr. here of Paul Henkels.

Marshalltown, Ia.—The glucose factory of the Corn Products Co. has been closed for an indefinite period.

Tama, Ia.—N. S. Beale and others have bot the eltr., coal sheds and fixtures here of the Northern Grain Co.

Odebolt, Ia.—The Trans-Mississippi Grain Co. has ordered 2 improved Hall Signaling Grain Distributors.

Gladbrook, Ia.—The new eltr. of W. D. Schneekloth being erected by Chas. E. Newell, is about completed.

McCallsburg, Ia.—The Farmers Eltr. Co., recently incorporated, may buy the eltr. here of the Western Eltr. Co. for \$1,750.

Whiting, Ia.—F. E. Smith has let the contract for the erection of a new eltr. to J. C. Spangler. It will have a capacity of 40,000 bus.

Hamburg, Ia.—Frank McBride & Co.'s eltr., together with 10,000 bus. of wheat and corn, was burned May 5. Loss, \$50,000; partly insured.

Beaman, Ia.—George W. Beery has been employed as manager of the eltr. of the Farmers Eltr. Co. The company is placing a new engine in its eltr.

Sioux City, Ia.—N. B. Updike and Sam Arnot of the Updike Grain Co. spent a few days in this city recently looking over sites on which to erect a grain eltr.

Remsen, Ia.—Barney Bunkers has bot the eltr. and other property here of the Western Eltr. Co. for \$6,000. He is engaged in the organization of a farmers eltr. company.

Elkhorn, Ia.—G. H. Bunton, of Atlantic, Ia., has let the contract to the Younglove Construction Co. for the erection of a 15,000-bu. eltr. at this place and one at Kimbalton, Ia., on the Atlantic, Northern & Southern Ry.

Clinton, Ia.—K. K. Liquin of the Clinton Grain Co. has let the contract to Chas. E. Newell for the erection of the new grain cleaning and transfer house. Lumber is now on the ground and grading has been started.

Anamosa, Ia.—Alfred Remley, mgr., of J. K. Hale & Co.'s eltr., known as the Niles Eltr. will remain in charge until June when his brother Robert will take charge. Alfred will then devote his entire time to his new interests in the Anamosa Lumber Co.

Cedar Rapids, Ia.—The Cedar Rapids Grain Co. is the name of a new company being organized here by W. Z. Sharp, of Artesian, S. D., J. F. Gloe, of Sioux City. The company will erect an eltr. at the junction of the Milwaukee, Interurban and Northwestern railroads.

Cedar Rapids, Ia.—The Bosch-Ryan Grain Co. won its suit in the supreme court after the district court had given Schillinger Bros. & Co. judgment for \$20,000. On its counterclaim for \$8,000 paid for work done the Bosch-Ryan Grain Co. was awarded \$7,775 by the supreme court recently. In the spring of 1905 the Bosch-Ryan Grain Co. let the contract to Schillinger Bros. & Co. for the construction of a concrete grain eltr. A few months later a disagreement arose as to the quality of work, and after several stormy scenes the contractors suspended work in the fall and brot suit to recover \$20,000. In defense the Bosch-Ryan Grain Co. alleged that the work had not been done according to specifications. The work was described as bad, the concrete poor and the walls bulging while the workmanship was careless thruout.

## KANSAS.

Wamego, Kan.—I have bot the Wamego Eltr. owned by C. E. Chandler.—J. W. Machin.

Lindsborg, Kan.—The Lindsborg Mill & Eltr. Co. has increased its capital stock to \$115,000.

Lake City, Kan.—Riley Lake has let the contract for the erection of an eltr.—W. E. Clark, Sawyer, Kan.

Isabel, Kan.—Ed Boots has sold his eltr. on the Santa Fe to the Farmers Eltr. Co., J. S. Lanning, mgr.

Wellsford, Kan.—Warwick & Tabb have bot the eltr. here on the Santa Fe of the Millers Grain Co.

Meade, Kan.—The Meade Grain & Seed Co. has its eltr. completed by the P. H. Pelkey Construction Co.

Humboldt, Kan.—The Dickinson Hay & Grain Co., are demolishing its old eltr. and will rebuild immediately.

Grainfield, Kan.—The Ellsworth Mill & Eltr. Co. is having repairs made by the P. H. Pelkey Construction Co.

Bushton, Kan.—W. S. Blake has been elected pres., of the Bushton Grain & Supply Co. John Dix having resigned.

Wichita, Kan.—We are not actively in the grain business, as our eltr. burned and we shall not rebuild.—Miltner & Co.

Sawyer, Kan.—We are repairing and repainting all of our eltrs., adding a small amount of machinery.—W. E. & A. R. Clark.

Bucklin, Kan.—The Farmers Eltr. Ass'n has been organized here. The association will erect an eltr. as soon as a site can be secured.

Ogallah, Kan.—Ross & Ward, of Ellis, Kan., have let the contract to the P. H. Pelkey Construction Co. for the erection of a 15,000-bu. eltr.

Marysville, Kan.—The Midland Eltr. Co. whose eltr. was damaged by fire Apr. 28, will buy and load grain on track until eltr. can be repaired.

Kanopolis, Kan.—The Ellsworth Mill & Eltr. Co. has let the contract to the P. H. Pelkey Construction Co. for the erection of a 20,000-bu. eltr.

Palco, Kan.—The Palco Farmers & Merchants Eltr. Co. is being organized. The company has leased a building site and will erect a large eltr.

Corning, Kan.—L. Cortelyou expects to have his new eltr. finished in about 10 days. It will be equipped with 2 Hall Signaling Grain Distributors.

Alden, Kan.—The Farmers Grain, Fuel & Live Stock Co. has installed a Hall Non-Chokable Boot and an improved Hall Signaling Distributor in its eltr.

Topeka, Kan.—C. W. Hoyt formerly in the grain com'n business at Kansas City with R. B. Miller has returned to this city and engaged in the grain brokerage business.

Plainville, Kan.—J. R. Travis, O. G. Wilson, G. G. Cochran, A. C. Fischer and Milt Merritt have been appointed a committee to take up organizing a company to erect an eltr.

Cummings, Kan.—We expect to build an up-to-date eltr. at this place. It will have a capacity of about 15,000 bus. and will be located on the Santa Fe Railroad.—B. C. Ragan & Sons.

Bronson, Kan.—Robert Bowers has bot the interest of C. T. Hammell in the grain business of Hammell & McCarty, and will conduct the eltr. under the firm name of McCarty & Bowers.

Wellington, Kan.—E. O. G. Kelly of the State Agri. College at Manhattan has been sent to this district by the Bureau of Entomology at Washington to introduce a new parasite of the hessian fly.

Whiteside, Kan.—The William Kelly Milling Co., of Hutchinson, Kan., will erect a grain eltr. on the Santa Fe and Rock Island roads at this place. It will be pushed to completion at once.

Erie, Kan.—An attempt was made May 4 to rob the office of R. A. Braik. No money was taken and the few notes and other documents that were taken from the office were found near the eltr.

Wellington, Kan.—Corn husks blown from the eltr. into a small house recently were ignited by sparks from an engine and the resulting fire did small damage to the plant of the Wellington Mill & Eltr. Co.

Coldwater, Kan.—The Farmers Eltr. Co. has let the contract to the P. H. Pelkey Construction Co. for the erection of a 15,000-bu. eltr. It will be equipped with a gasoline engine, automatic scales, wagon scales and cleaners.

Fowler, Kan.—A farmers eltr. company is being organized here. It will have a capital stock of \$10,000. Committee: P. Y. Turner, M. Nett, C. G. King, W. A. Burford and I. M. Waldrop. The company will erect an eltr.

Carden, Kan.—J. E. Andrews, who operates the grain eltr., is a candidate for the democratic nomination as county treasurer. Mr. Andrews is now treasurer of Marysville township, and has a host of friends who aid his ambitions.

Palmer, Kan.—Last night (May 21) our section of the country was visited by the worst storm we have had for years. My eltr. was struck twice by lightning, but owing to the heavy rain no fire. The roof was damaged, but no water got in my grain.—W. C. Brown.

Burrton, Kan.—A reward of \$1,000 has been offered for the detection of the incendiaries who set fire to the eltr. of the H. C. Grain Co. which writes: "We will rebuild our eltr. which was burned Apr. 8. It will be of the same size as the one burned. We will also put up an alfalfa mill."

Hays, Kan.—The Colorado Milling & Eltr. Co. will have controlling interest in the new I. M. Yost Milling Co.'s mill and eltr. at this city. Work has started on the new plant to replace the one burned last year. The 60,000 bus. eltr. of the company was not burned and its capacity will be increased to 100,000 bus. A new company is being organized as the Hays City Milling Co. under the laws of Colorado, with a capital stock of \$100,000, to conduct the business.

Talmage, Kan.—The Farmers Co-operative Gr. & Livestock Co. is building a modern 20,000 bus. eltr. at this point, and will engage in a general grain and stock business. The eltr. will be equipped with an automatic scale, cleaner, heavy iron spouting, gasoline engine and other modern machinery. It has a concrete foundation. The builders expect to handle 1,000 bus. of grain per hour with the eltr. and do a business equal to 600,000 bus. of grain per year. Jacob W. Rumold is Sec'y of the company.

## OUR WICHITA LETTER.

John Miltner's eltr. will not be rebuilt. Robb-Bort Grn Co. will close its office here for good this month.

T. L. Fairchild, formerly with Steinhart & Co., is now local representative for the Home Grain Co.

Wichita now has about 25 firms engaged in the grain business and new ones are entering it every week.

F. C. Dymock has resigned as mgr. for E. R. & D. C. Kolp, and will take charge of E. G. Rall's office, to be opened here soon.

B. F. Whitehurst, formerly with T. H. Bunch & Co., Little Rock, Ark., has accepted a position with the A. R. Clark Grn. Co.

David Heenan has resigned his position as secy. of Neveling Eltr. Co., and will become local representative of J. Sidney Smith & Son.

H. C. Thompson, formerly a grain dealer at Whitewater, Kan., has recently installed alfalfa milling machinery of 25 tons daily capacity at Wichita.

R. H. Conyers, formerly mgr. of the grain department of the Midland Mill & Eltr. Co., Muskogee, Okla., has just taken a position as mgr. for the Empire Grain Co., at Wichita.

## LOUISIANA.

New Orleans, La.—The New Orleans Board of Trade will turn over the inspection of cotton to the Cotton Exchange.

New Orleans, La.—Representative Atkinson will introduce a bill to drive low grades of cotton seed meal out of the market.

Lake Charles, La.—At its annual meeting here recently the Rice Ass'n of America elected S. Locke Breaux of New Orleans, pres. J. E. Broussard was chosen pres. of the Rice Millers and Distributors Ass'n.

## MICHIGAN.

Leslie, Mich.—L. J. Bickhart is dead. He operated the eltr. and mill at this place.

Grand Rapids, Mich.—The bucket-shop operated here by the Geo. E. Stapely Co., of Cincinnati, has been closed.

Traverse City, Mich.—The factory of the Michigan Starch Co. has been closed on account of the high price of corn.

Davison, Mich.—We have sold out plant to J. P. Burroughs & Son of Flint, Mich., who took possession May 12.—J. F. Cartwright Co.

Linden, Mich.—Charles R. Price, of Munith has bot the eltr. of William R. Tompkins, which was formerly owned by Fred Welch. Mr. and Mrs. Welch will return to their former home in Detroit.

Pottersville, Mich.—The Stockbridge Eltr. Co. under the management of C. L. Bowdish is repairing its eltr. and also placing in position an entire new power plant, preparatory for the coming season.

## MINNESOTA.

Melrose, Minn.—Henry Broker will engage in the grain business.

Vesta, Minn.—The Schmid & Anderson Grain Co. expects to erect an eltr.

Breckenridge, Minn.—The Minnesota Farmers Eltr. Ass'n held a meeting here May 19.

Deer Creek, Minn.—Andrews & Gage are having a new foundation put under their eltr.

Wanamingo, Minn.—The Farmers Eltr. Co. has bot the eltr. here of L. N. Loomis for \$3,300.

Rothsay, Minn.—The Northwestern Eltr. Co. has started a crew of men to remodel its eltr.

Little Falls, Minn.—Chas. Spillman has resigned his position as mgr. of the Monarch Eltr. Co.

Mantorville, Minn.—The Western Eltr. Co. has not resumed business here since its plant was burned.

Erhard, Minn.—Albert Nelson has resigned his position with the Minneapolis & Northern Eltr. Co.

Stewart, Minn.—B. F. Berkland has succeeded E. E. Swan as mgr. of the eltr. of the Monarch Eltr. Co.

Holland, Minn.—Boehmke & Jacobson sold their eltr. here to the Farmers Co-operative Ass'n, which will take possession Aug. 1.

Zumbrota, Minn.—The Zumbrota Farmers Mercantile & Eltr. Co. has bot a new gasoline engine for its eltr.

Duluth, Minn.—Considerable bonded wheat is being shipped out thru Eltr. S of the Great Northern Ry.

Royalton, Minn.—The Powers Eltr. Co., of Minneapolis has bot the eltr. interests of J. H. Russell at this place.

Bowlus, Minn.—John Borgerding & Co. has let the contract to T. E. Ibberson for the erection of a 30,000-bu. eltr.

Holdingford, Minn.—The eltr. of John Eorgerding & Co. that is being erected at this place by T. E. Ibberson has a capacity of 30,000 bus.

Jackson, Minn.—W. H. Annis, of Campbell, has bot the eltr. here of C. Hill. Mr. Annis has been in the grain business for the past 15 years.

Barnesville, Minn.—The Barnesville Farmers Eltr. Co., incorporated. Ole Larson, pres.; Ole N. Lee, vice pres.; Sam P. Anderson, sec'y and T. Olson, treas.

Hawley, Minn.—The Consolidated Eltr. Co. has sold its eltr. at this place to the farmers, who will take charge about June 20.—B. F. Antonsen, agt. Andrews & Gage.

Hendricks, Minn.—Fred Dorn has closed his eltr. at this station for a few months and will work for the International Harvester Co. till he opens the house again.

Kerkhoven, Minn.—The Kerkhoven Farmers Eltr. Co., incorporated, capital stock \$25,000; J. H. Lewis, pres.; O. A. Nybakke, vice pres.; C. A. Wennerberg, sec'y and J. H. Gordhamer, treas.

Lake Wilson, Minn.—The Plymouth Eltr. Co. has started the work of remodeling its eltr. The company will put in 5 new bins, new eltr. boot and leg, and new foundation. The eltr. will also be sided.

Boyd, Minn.—The citizens of Boyd have sold enough shares to buy the machinery from the old mill at Meriden, Ia., that has been standing idle for several years.—A. L. Johnson, agt. Eagle Roller Mill Co.

Duluth, Minn.—The Duluth Grain & Produce Co. is defendant in a suit brot by Charles Elg of Grantsburg, Wis., to recover on a shipment of potatoes on which \$132 has been paid. It is alleged part of the carload was frozen.

Luverne, Minn.—G. C. Bundy, of Trosky, has bot the eltr. here on the Omaha road of M. Ryan. Possession was given May 15. Mr. Bundy has had charge of the eltr. of J. P. Coffey, at Trosky, for the past three years. He has removed his family to this place.

Dalton, Minn.—The Dalton Co-operative Warehouse Ass'n is building a 25,000-bu. eltr. on the Great Northern Ry. The house will have an up-to-date equipment including dump and hopper scales and 8-h. p. gasoline engine. A man lift, clipper and cleaner will also be installed. E. F. Risbend is manager.

Duluth, Minn.—The McGuire-Atwood Grain Co. has bot the site of the destroyed Commander mill, which includes 4 lots. The company has also bot 2 lots adjoining the mill, and the plans are being made for the erection of an eltr. The eltr. tanks which were not destroyed by the fire are on these lots.

Pipestone, Minn.—W. W. Fletcher has bot the eltr. here on the Milwaukee railroad of the Harrington Grain Co., and will take possession June 1. After that date the company will conduct its business from an up-town office. The com-



pany will still continue in the fuel business, and operate its chain of eltrs. in this and other states, keeping its main office at this city.

Lonsdale, Minn.—The farmers have organized a co-operative eltr. company with a capital stock of \$10,000. They have bot the eltr. here of the Sheffield Mill & Eltr. Co. and are doing a fine business. I have been in the grain business a good many years and find it ridiculous what shortage there is on corn at terminal markets. I wish that the legislature would pass a law to put in track scales at stations where there is from 100 to 150,000 bus. of grain shipped.—J. P. Wilby, mgr., Rice County Farmers Co-operative Eltr. Co.

#### OUR MINNEAPOLIS LETTER.

A. Huhn has been ill at his home with typhoid fever.

The Minnesota Farmers Eltr. Ass'n is negotiating for a terminal eltr.

John Kavanki was fined \$3 recently for sweeping wheat in the Minneapolis & St. Louis yards.

The discounts at which the mills are accepting No. 2 wheat on contracts for No. 1 northern run from 2½ to 3 cents.

Application for membership in the Chamber of Commerce has been made by Henry D. Gee, of Randall, Gee & Mitchell.

John Gable was fined \$5 for sweeping wheat in the Great Northern yards at Northtown Junction. His wife was convicted of a similar offense about a month ago.

The Minneapolis Chamber and the Duluth Board will play their first ball game of this season at this city in July. A return game will be played at Duluth a few days later.

W. H. Campbell, the expert on dry farming, recently addressed the members of the Chamber of Commerce on the advantages of his soil culture methods for the semi-arid districts.

A new barley firm has been organized by A. McIntyre of McIntyre & Ingold Co., H. McCord and D. Rothschild. The new company is erecting a modern barley eltr. in this city which will be ready for business by fall.

The screening mill of the Brooks Eltr. Co. was burned May 10. Loss on machinery and contents \$8,000; partly insured. The company leased the eltr. of the American Linseed Oil Co. The lease expired on Saturday, the mill was closed down, and the fire occurred early Sunday morning.

At the request of the Wisconsin Northern Grain Co. the Great Northern Eltr. No. 1 has been declared irregular. The Grain Co. has given up its lease and has had the bonding company cancel the surety bond. The entire force of employees of the company was dismissed on May 15 except Mr. Gifford and two clerks who are still busy winding up the affairs of the company and packing preparatory to moving to Manitowoc from which office the remainder of the Northern Grain Co. is to be liquidated.

James J. B. Orth is defendant in a suit brot by Karger Bros. of Milwaukee to recover on two notes of \$5,000 each. Orth is resisting the action, claiming partnership at the time of giving the notes and that the amount of his interests in the partnership has never been determined as per agreement when the notes were given. The outcome of the trial is watched with much interest by the grain dealers as it is hinted that there will be some sensa-

tional disclosures before it is finished. The plaintiffs in this action are the same concern whose transactions were under investigation by the Milwaukee chamber of commerce 5 years ago. They are the Milwaukee representatives of McCarthy Bros. Co. one of the largest commission houses in Minneapolis.

Work has begun and much of the required material is on the ground for the concrete grain storage house of the Cargill Eltr. Co. The storage will consist of 24 tanks 20 ft., 4 in. in diameter by 90 ft. high and 14 interspace bins formed by the 3 rows of clustered tanks. It will be an annex to Eltr. T, connecting by two 30-in. belt conveyors above and two below. North of Eltr. T a 1-story reinforced concrete warehouse 30x150 ft. will be erected by the Barnett & Record Co., which recently was awarded the entire contract.

T. M. McCord Eltr. Co. has let the contract to L. O. Hickok & Son for the erection of a new barley eltr. in southeast Minneapolis, with a capacity of 225,000 bus. It will comprise a working floor and six steel reinforced concrete tanks, with intermediate storage space. Electricity will be used for power. H. D. McCord has bot a lot from the Great Western road having railroad trackage on both sides for 40 cars, and the eltr. will have a daily capacity for handling from 50 to 60 cars. The Merchants Eltr. Co. is a new organization, capital stock \$100,000; H. D. McCord, pres. and treas., A. H. McIntyre, of Minneapolis, sec'y and M. Rothschild, of Davenport, Ia., vice pres. It will operate the new eltr.

#### MISSOURI.

Clark, Mo.—G. M. Davis's eltr. here is about completed.

Galt, Mo.—D. L. Clark is building a large eltr. at this place.

Green Ridge, Mo.—C. D. Reyburn and W. H. Chrisman will erect an eltr. at

Greenfield, Mo.—The Barker Grain Co. has leased the property of the Greenfield Mill & Eltr. Co. for one year.

Fairplay, Mo.—W. W. Jarnagin will erect an eltr. with a capacity of 20,000 bus. It will be equipped with gasoline engines, automatic scales and cleaners. The P. K. Felkey Construction Co. will do the work.

St. Louis, Mo.—A bucket-shop investigation has been begun by the grand jury under the direction of Circuit Attorney Sager. So-called brokerage and commission houses are being watched by detectives.

St. Louis, Mo.—The Milliken-Helm Commission Co. has brot suit against the C. H. Albers Commission Co. to recover \$9,367 profits alleged to be due on 19 purchases of wheat by the Thyson Commission Co. during the corner run by Corwin H. Spencer in 1903.

Fredericktown, Mo.—The Fredericktown Milling Co. is erecting a 40,000-bu. eltr. to be constructed of wood and cement. It will be 36 x 64 ft. and 56 ft. high. A warehouse underneath will have a capacity of 10 cars of flour. The eltr. will be equipped with 2 receiving separators and a corn sheller.

Kansas City, Mo.—Cracksmen entered the grain office of Ernst & Co. May 14 but were alarmed by a detective who entered. The outside door of the safe was open and the inside door was soaped and ready for the contents of a bottle of nitro-glycerin. A long fuse, the nitro-glycerin, a small hand ax and a pick with a short handle were left by the men.

Kansas City, Mo.—We have purchased the Park Eltr. and put the plant in first-class condition. We will put in extra switches and build a 3-story warehouse and mill, 50x125 ft., installing electric power and the latest appliances for handling mixed cars and corn products. We will have a total of 3,250 ft. of switch track and be prepared to handle grain in any way desired. Our storage capacity for bulk grain will be over 100,000 bus., and we will have room for 25 cars sacked grain or mill products.—Nelson Grain Co.

#### MONTANA.

Lewistown, Mont.—The locations selected by the Royal Milling Co., of Great Falls, for its new eltrs. are Stockett, Spionkop, Belt, Geyser and Cascade.

Culbertson, Mont.—The Independent Eltr. Co. will move its present eltr. to a new site which the company bot on the new spur of the Great Northern right of way. The building will be raised 14 ft. and an addition built underneath which will more than double the capacity. A site has also been granted the Imperial Eltr. Co., of which L. D. Bishop is local agent. Mr. Bishop said that he was not certain whether the company would build this summer or not. It is understood that sites have been bot by two other companies.

#### NEBRASKA.

Earnam, Neb.—I have succeeded the Earnam Eltr. Co.—G. D. Faulkes.

Omaha, Neb.—Mexico will have an exhibit at the December corn show.

Reynolds, Neb.—I sold eltr. at Reynolds to Frank Warren.—Thos. Cochrane.

Weston, Neb.—Burglars broke into the safe of the Weston Grain & Stock Co. May 1.

Pender, Neb.—Jno. Morseman is installing an improved Hall Signaling Grain Distributor in his eltr.

Bristow, Neb.—Gilbert Nygren is the new manager of the eltr. here of the Trans-Mississippi Grain Co.

Wilber, Neb.—The Hookins-Goodell Co. has sold its eltr. to the Crete Mills.—Thos. Cochrane, of Lincoln.

Red Cloud, Neb.—An alfalfa mill is to be built here; and \$6,000 of the \$10,000 to be raised has been subscribed.

Turlington Sta., Syracuse P. O., Neb.—The Duff Grain Co.'s eltr. which was burned Apr. 15 will be rebuilt.

Shelton, Neb.—The farmers Co-operative eltr. is being equipped with an improved Hall Signaling Grain Distributor.

Harvard, Neb.—H. O. Fletcher, local mgr. for H. E. Gooch & Co., brokers of Lincoln, shot and killed himself recently.

Omaha, Neb.—S. H. Blackwell has resigned his connection with the bank at Friend to become assistant sec'y of the Updike Grain Co.

Glenwood, Neb.—M. T. Simpson, who has been agent for the Trans-Mississippi Grain Co., at Buda, now has charge of the company's plant here.

Ulysses, Neb.—Geo. Dobson, who was credited with being owner of the grain eltr., was really the buyer. J. A. Smith is mgr. and the business is conducted under the name of the Ulysses Grain Co.

Kearney, Neb.—The eltr. of the Trans-Mississippi Grain Co. was burned May 10, together with about 15,000 bus. of wheat, corn, oats, rye and barley. The loss is

estimated at \$35,000, partly insured. The company had just finished putting \$7,000 of improvements on the place.

Liberty, Neb.—Mathews & Copeland have sold their eltr. at this place to the Farmers Eltr. Co. and will give possession June 1.—J. A. Harvey.

Clarkson, Neb.—The Clarkson Milling & Grain Co. is engaged in the grain business, operating an eltr. of 18,000 bus. capacity, built last year.—A. J. Black.

Silver Creek, Neb.—The T. B. Hord Grain Co., of Central City, has started the erection of an eltr. here. The company will install a Hall Signaling Grain Distributor.

Brock, Neb.—The Bartling Grain Co. has moved its east house up to its other one and is making one house out of the two.—T. M. Buckridge, mgr., Brock Grain Co.

Omaha, Neb.—The Updike Grain Co. and the Nye Schneider Fowler Co. are said to be negotiating for the purchase of the Independent Eltr. of the Great Western Ry.

Palisade, Neb.—The headquarters of the F. C. Krotter Co. are at this place and not Imperial, as erroneously stated in the list of grain elevator operators of Nebraska.

Norfolk, Neb.—A new farmers grain company has been organized here and has bot the eltr. of W. H. Butterfield & Son, formerly operated by the Updike Grain Co.

Cortland, Neb.—We have received an automatic hopper scale, and expect to have it installed and ready for business by harvest time.—J. F. Wait, agt., Nebraska Eltr. Co.

Holbrook, Neb.—Rankin Bros. have let the contract to the P. H. Pelkey Construction Co. for the erection of an addition to their eltr. also remodeling. It will be equipped with automatic scales.

Lincoln, Neb.—The railroad commission heard a complaint by the grain dealers of Superior May 13 against the Burlington road for charging 1 to 2 cents for re-billing grain. It is alleged other towns get the milling in transit privilege for nothing. The railroad commission has withdrawn its recent order to increase the minimum weight on grain products from 24,000 to 30,000 lbs.

Omaha, Neb.—The Grain Exchange has sent out a letter to shippers reminding them that the Rock Island road is still an enemy of the Omaha grain market. E. J. McVann states that since the Memphis equalization, which was the basis for all the trouble, was first established, the effect and application of it have been broadened so as to benefit Kansas City still further at the expense of Omaha. This question was fully discussed a few days ago, at meetings of the transportation committees of the club and of the exchange and the conclusion was unanimously reached that it is the settled policy of the Rock Island-Frisco system to maintain its unfriendly attitude towards this community, as that system has done consistently for nearly two years. It is proper that that fact should be brought prominently to the notice of every business man in Omaha.

## NEW ENGLAND.

Winchendon, Mass.—J. Cuching & Co. are having plans made for the erection of a large grain eltr.

Danbury, Conn.—Clarence W. Keeler, who has a grain eltr. at this place, has filed a petition in bankruptcy in the United States district court. Liabilities, \$34,827.45; assets, \$24,669.92.

Burlington, Vt.—The Champion Eltr. Co., recently organized for a jobbing business in flour, grain, and feed in Vermont and New Hampshire, will erect a plant here, from which it can ship mixed cars to nearby points.

Boston, Mass.—The Boston & Maine has filed a tariff with the Interstate Commerce Commission effective June 2 making a charge of 30c per net ton on grain, carloads, from Hoosac Eltr. and Mystic Eltr. to any delivery track on the B. & M. in Boston yard limits.

Boston, Mass.—Dean K. Webster, pres. of the New England Grain Dealers Mutual Fire Insurance Co., recently attended a general meeting of mutual fire insurance inspectors at Chicago and a meeting of the inspectors of the Grain Dealers National Mutual Fire Insurance Co. at Indianapolis, where the different hazards and the methods of reducing same were carefully discussed by experienced inspectors with the result that it is his intention to give policy holders in his company the benefit of similar inspections. The work contemplated will surely reduce the fire hazard and cost of insurance to every policy holder.

## NEW JERSEY.

Plainfield, N. J.—The Lebanon Milling & Producing Co., incorporated, capital stock \$50,000; incorporators George Gildersleeve and Alvah W. Ten Eyck, of this place, and Charles L. Moffet, of Lebanon, N. J.

## NEW YORK.

Buffalo, N. Y.—The old malt house of Augustus Scheu was burned recently. The house had not been used for several years. Loss, \$8,000.

New York, N. Y.—Lyman T. Corbih has been expelled from the Produce Exchange for promising 52 per cent profits to investors in wheat.

Buffalo, N. Y.—The Alliance Eltr. Co., incorporated, capital stock \$25,000; incorporators, Stoner W. Yantis, Henry T. Burns and Berend J. Burns.

Bath, N. Y.—The large grain warehouse of Bowes & Co. was burned May 13. Loss on contents \$18,000 to \$20,000, and on building \$4,000; partly insured.

Albany, N. Y.—Governor Hughes on May 21 signed the Cassidy anti-bucket-shop bill making it a felony to conduct a bucket-ship in New York after Sept. 1.

Rochester, N. Y.—The C. W. Pearson Co. has succeeded the C. W. Pearson Grain Co. and is composed of C. W. Pearson and William N. Willis.—C. W. Pearson Co.

New York, N. Y.—Samuel Sinn, member of the firm of Sternberger, Sinn & Co., brokers, and a member of the Chicago Board of Trade, died at his home in this city May 13.

New York, N. Y.—The William Hall Co., incorporated, capital stock \$5,000; incorporators, William Hall, Hasbrouck, N. J., William S. Hall, Charles F. Swan, of New York, and Walter D. Halsted, Rutherford, N. J. The company will deal in hay, grain and straw.

**Pure Owl Brand Cottonseed Meal**  
41 per cent Protein Guaranteed  
Analysis Registered  
Richest Cattle Food yet known.  
Write for our booklet and prices.  
**F.W. Brode & Co., Memphis, Tenn.**  
Established 1875



## Cover's Dust Protector

Rubber Protector \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

**H. S. COVER**  
124 Perley St., South Bend, Ind.

## Liability, Accident & Credit INSURANCE

**London Guarantee and Accident Co. Limited**  
Head Office, Chicago, Ill.

## RATS EMBALMED

Exterminated in One Night.

Our Preparation is Unequaled.

We Positively Guarantee to exterminate Rats on your premises in 24 hours. With our preparation they are destroyed, embalmed, and dry up, leaving no disagreeable smell or odor.

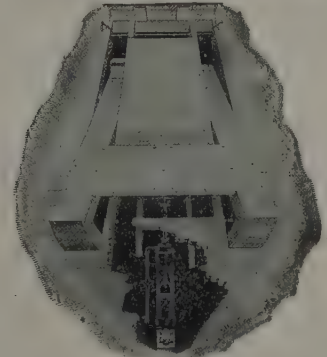
**RESULTS ABSOLUTELY GUARANTEED.**

A \$2.50 Package will do the work.  
(P. O. or Express Order.)

Large or small contracts solicited.

**FELIX GIRARD CO.**  
PHONE, CENTRAL 5457  
79 Dearborn Street, Dept. M, Chicago.

## Reliance Automatic Dump Controller



Here is What Users Think of It:

Fowler, Ind., July 6, 1907.  
Reliance Construction Co., Indianapolis, Ind.  
Gentlemen: Inclosed find check for amount of invoice in payment for three Dump Controllers which we have tried and find they do the work fine. No trouble whatever to control any load we may have to dump. Yours truly,

WILBER HAWKINS, Per Finley.

Yorkville, Ill., July 19, 1907  
Reliance Construction Co., Indianapolis, Ind.  
Gentlemen: Enclosed please find Chicago exchange for Dump Controller you shipped us June 4th. Ship us another Dump Controller as soon as possible. Yours truly, JETER & BOSTON.

We know it will be satisfactory. Will ship on trial. **RELIANCE CONSTRUCTION CO., 325 Board of Trade Bldg., Indianapolis, Ind.**



New York, N. Y.—Thos. A. McIntyre and John G. McIntyre, a partner, have been placed under arrest on complaint of a customer who alleges his securities have been converted.

Buffalo, N. Y.—The supreme court has decided against Burns Bros. in their suit against Bauman & Co. of Chase, Ind., to recover on a contract for the sale of oats. An appeal is contemplated.

New York, N. Y.—The regular ticket nominated for the June election of the Produce Exchange is as follows: Pres. Welding Ring; vice pres., E. R. Carhart; treas., Edward C. Rice. Board of managers: George W. Gardiner, G. Walter Beavan, Henry P. Kirkham, E. C. Weekes, J. Ward Warner, J. Lawrence Pool.

#### BUFFALO LETTER.

The dealers mostly decline to discuss the barley trade at any length, for they begin by saying that nobody wants it.

Carrying corn by lake seems to be out of the question. Of nearly 2,000,000 bus. of mostly wheat received last week by lake there was only 13,500 bus. corn.

Grain and flour shippers report that the railroads are giving good service still, as there is competition among them now and the road that serves the shipper best gets the business.

This is emphatically a corn and oats market, so far as the track movement goes. One day lately there were 70 cars of corn and 35 of oats inspected, but only one or two of other grains.

The up-state Public Service Commission is active and gets here often for hearings or informal calls at its office in the Chamber of Commerce, but it has not solved the railroad terminal problem.

Somehow the Kellogg Eltrs. are still doing a lot of business, tho out of the pool and under the ban of some of the railroads. So far as appears none of these old complications has been straightened out.

The offices of the Globe Eltr. Co., the outgrowth of the business of M. P. Ryley, are being moved from the Chamber of Commerce building to the company's eltr. at the Black Rock depot, where a general feed business is also carried on.

Wheat dealers are not in a very easy position, for they are quite unable to hold up their limit prices, tho they are still saying that they can see no reason why No. 1 northern will not yet go up to 30 cents over Chicago September.

The canal boatmen are trembling over the little break just announced on the line west of Rochester, not having forgotten that last season was ruined in that way. The rates are pretty high and the grain is going by rail more than they like to see it.

The lake trade is so poor that Buffalo is suffering from it, probably more than from any or all other sources. And now they say the Canadian grain route is cheaper than ours and we are not getting our fair share of the grain, especially from Canadian ports.

The grain inspectors are feeling still easier, for oats, even, are running to better grades than they did and corn is not half as hot as was expected. The plan seems to be to kiln dry it or ship it to quicker markets if it threatens to go out of condition on a long trip east.

Wheat at a dollar plus per bushel is rather expensive stuff to scatter out of a freight car, but the roads are accused of a large amount of that practice of late. An East Buffalo yard was observed to be pretty well sown with wheat that had leaked from a car the other day.

The eltr. situation here just now is interesting only thru the movements of Patten Bros., who are sending us considerable corn and oats, selling the corn and putting the oats into summer storage. People do not relish buying cornered grain, but they have to have some now and then.

Some of the grain dealers who are in the Canadian trade on the other side of the Niagara, find it very inconvenient to be so cut in two by tariff restrictions, but the Canadian farmers are finding our trade better than theirs so far that they are often paying the duty and bringing their grain here.—J. C.

#### NORTH DAKOTA.

Coulee, N. D.—Nels J. Lindgren has sold his eltr.

Hettinger, N. D.—The Bagley Eltr. Co. will erect a 25,000-bu. eltr.

Noonan, N. D.—The contract for the farmers eltr. will be let to-day.

Souris, N. D.—Peter Hexom has taken charge of the eltr. of the Acme Grain Co.

Adams, N. D.—U. B. Hupen has reopened the eltr. of the Northland Eltr. Co.

Epping, N. D.—The St. Anthony & Dakota Eltr. Co. is painting its eltr.—H. A. Schroeder, agt.

Sheldon, N. D.—The Sheldon Farmers Eltr. Co. recently incorporated, will erect a 30,000-bu. eltr.

Courtenay, N. D.—Charles E. Buerge has opened the eltr. of the Lytle Grain Co. for the summer.

Hoving Sta., Milnor P. O., N. D.—Olof Lysne has taken charge of the eltr. of the Thorpe Eltr. Co.

Hansboro, N. D.—George McLean, of Sarles, has bot a bonded eltr. at this place, and will handle Canadian grain.

Moselle Sta., Wyndemere P. O., N. D.—John Hanson, of Wyndemere, will open the eltr. here of the Atlantic Eltr. Co.

Leeds, N. D.—Bids are being received for the material and erection of a 60,000-bu. eltr. for the Farmers Co-operative Eltr. Co.

Crosby, N. D.—H. W. Stockman, of Browntown, Minn., has succeeded Alex. Gross as manager of the eltr. of the Rugby Milling Co.

Gackle, N. D.—I have resigned my position with the Powers Eltr. Co. and I am manager for the North Dakota Eltr. Co.—J. H. Meyers, mgr.

Spiritwood, N. D.—The Occident Eltr. Co.'s eltr., which was burned Mar. 29 will be rebuilt by T. E. Ibberson. It will have a capacity of 40,000 bus.

Oberon, N. D.—The Farmers Eltr. Co., incorporated, capital stock \$10,000; incorporators, H. U. Thomas, H. C. Whitcomb, Emil Schmid and others.

La Moure, N. D.—The Gribbin-Alair Grain Co. has bot suit against Thos. Gribbin to recover \$1,535 alleged to have been furnished him to buy grain.

Reeder, N. D.—The Farmers Grain & Lumber Co., incorporated, capital stock \$25,000; incorporators, E. B. Page, of Leeds, F. A. Ulwelling, of this place and N. P. Ulwelling, of Leeds.

Turtle Lake, N. D.—H. C. Edgerton and Sven O. Granby, agts. for Andrews & Gage and the Great Western Eltr. Co.'s respectively for the past two seasons, have resigned and are now tillers of the soil on their farms near this place. The eltrs. have been closed for the balance of the season. Mr. Buscher, formerly with the Crown Eltr. Co. of

Mooreton, is successor to Herbert Johnson as manager for the Lyon Eltr. Co. here, Mr. Johnson having resigned May 15.—Regan & Lyness Eltr. Co.

Grand Forks, N. D.—Millers met here May 19 and perfected a hard spring wheat league, with J. A. Dunn of Park River as pres., and E. M. Van Houten of Moorhead as sec'y treas.

Marion, N. D.—I have hired to the Powers Eltr. Co. for another year. I have been with the same company for the past six years. I am thinking of going into the grain business on my own account in 1909.—A. C. Rankins.

Plaza, N. D.—W. F. Deming and O. J. Torbenson has bot the machinery and eltr. business of the Independent Eltr. Co. of E. F. Miller, the manager. W. F. Deming has been local agent. Mr. Torbenson will take charge of the eltr.

The Great Northern Railroad Co. is said to have made a ruling that the grain spouts of eltrs. must be at least 16 ft. above the rails and project not more than a foot. Accordingly some of the eltrs. are being equipped with collapsible spouts.

Devils Lake, N. D.—The directors of the Farmers Mill & Eltr. Ass'n met recently and accepted the resignation of A. G. Tanton as manager of the company. It is understood that several other stockholders in the company will buy his interest. Mr. Tanton will devote his whole time to the commission business.

#### OHIO.

Cincinnati, O.—Brown & Co., a wealthy bucket-shop, has quit.

Castown, O.—Mr. Kesser will soon start the erection of an eltr.

Hoytville, O.—R. C. Dewey has sold his eltr. to Cruickshank & Bennett.

Attica, O.—I have installed a car loader in the house which I built last fall.—J. I. Friedley.

Martel, O.—We have sold out to A. Williams, who is now in possession.—J. Jones & Son.

De Graff, O.—I have sold my eltr. to Andrew Mohr, and am going out of the grain business.—J. W. Thatcher.

Cincinnati, O.—The Chamber of Commerce is considering the establishment of a call for the sale of local securities.

Montezuma, O.—We have succeeded J. M. Dewee in the grain business, and we are the only dealers here.—Wilkes & Klostermann.

Cincinnati, O.—W. R. Todd, the first of the 34 alleged bucket-shop operators to have a trial, pleaded guilty May 15 and was fined \$300.

Tiffin, O.—The eltr. of W. G. Trumpler is being razed to the ground and removed to a new site. Much of the material will be used in the new eltr.

Frank, O.—The W. H. Gardner Grain & Mill Co., of Bellevue, O., expects to enlarge and improve its house at this place.—J. I. Friedley, Attica.

Columbus, O.—Many patrons of the local bucket-shop conducted by the defunct Stapely Co., of Cincinnati, have suffered heavy loss by the closing of the concern.

Columbus, O.—Judge Evans on May 14 granted a temporary restraining order prohibiting the State Railroad Commission from enforcing its car service rules against the several railroads in Ohio as to interstate commerce, leaving the companies in just the same shape they were in before the rules were promulgated for outside the state shipments. All the rail-

roads in Ohio doing an interstate business have filed a petition asking that the commission be restrained from enforcing its rules as to demurrage.

Cortland, O.—Our plant has just been destroyed by fire and we are anticipating rebuilding as soon as possible. We will build flour mill and eltr.—The Richards & Evans Co.

North Lewisburg, O.—O. S. Townsend has bot half interest in the eltr. of H. A. Dillon and has rented the other half interest. He will operate the plant in his own name.

Ansonia, O.—T. B. Marshall & Co. have bot the eltr. of Howard, Feltman & Rahn and will take possession June 1, after which the firm name will be the Ansonia Grain Co.—T. B. Marshall, Kirkwood.

Toledo, O.—Bucket-shops here fainted away. Most local agents of bucket-shops quit business. They say financial troubles. They don't like the recent Cincinnati indictments.—C. A. King & Co.

Hamilton, O.—The Supreme Court on May 12 overruled the motion of the Semler Milling Co. for a rehearing of its suit, and this ends the case in favor of the Ohio Grain Dealers Mutual Fire Insurance Ass'n.

Pasco, no p. o., Sidney, O.—I did intend to build an eltr. in Pasco, 2½ miles east of Sidney, as stated in the Journal, but the Big Four Railroad has refused to put in a switch and I have given it up for the present.—H. W. Johnston.

Marion, O.—Frank Owen, mgr. of the Marion Milling & Grain Co., has been elected sec'y of the show and exposition committee of the Ohio State Corn Improvement Ass'n, which will hold its annual state meeting at Columbus Nov. 23.

Marion, O.—The Prospect National Milling Co., of Prospect, has bot the merchandise stock and the plant of the Marion Milling & Grain Co. Frank H. Owen, the present mgr., will be succeeded by Frank Robinson, who managed the Prospect Mills.

Fredericktown, O.—The Northwestern Eltr. & Mill Co. of Toledo will erect a 25,000-bu. iron clad eltr. equipped with a 25-h. p. gasoline engine, 100-bu. hopper scale, 4-ton wagon scale and Monitor Cleaner. The Burrell Engineering & Construction Co. has the contract.

Columbus, O.—The rules for weighing cars agreed upon between shippers and carriers and approved by the state railroad commission are to go into effect June 1 within the state and June 22 interstate. The rules relate to weights on track scales. One of the provisions is: "When a shipper or consignee shall furnish evidence of error in the carrier's weight of any carload shipment, due to causes other than natural shrinkage, and requests that such car be re-weighed, this service, wherever practicable, will be performed by the carrier without charge, provided such re-weighing discloses error in the carrier's weight of one thousand pounds or more, it being understood that the rules and carload minimum weights prescribed in tariffs and classification shall be observed, otherwise the charges under the foregoing rules will apply." All the railroads will file tariffs effective as noted, and the rules will be tried out and if not found satisfactory to either interests, modifications will be asked for at the hands of the Commission. It is believed that these rules will eventually be adopted by all the roads in the Central Traffic Association territory. Practically the same rules are now in force in the Pittsburg district.

## OKLAHOMA

Geary, Okla.—E. J. Webb expects to install an automatic scale.

Rocky, Okla.—W. E. Rickey's burned eltr. will not be rebuilt.

Blackwell, Okla.—Bentke Bros. are installing an alfalfa mill.

Amber, Okla.—H. W. Cole's eltr. office was blown away recently.

Aline, Okla.—G. W. Graham is erecting a 20-ton alfalfa mill at this place.

Dover, Okla.—McIntyre Bros. have arranged for the sale of their eltr.

Hunter, Okla.—Pearson & Hayton are overhauling their eltr. at this point.

Billings, Okla.—The Home Grain Co. will open up its eltr. here this year.

Custer City, Okla.—R. B. Miller has been appointed official inspector here.

Guthrie, Okla.—Governor Haskell on May 5 signed the anti-bucket-shop bill.

Fairfax, Okla.—The Osage Grn. Co. is bldg. a 25,000-bu. eltr. on the Sante Fe.

Homestead, Okla.—H. C. Brafford has purchased the eltr. of the Southern Eltr. Co.

Agusta, Okla.—Cox-Grim Grain Co. has purchased the Southern Eltr. Co.'s plant here.

Billings, Okla.—D. K. Sterrett has installed a French burr to make chop and meal.

Ingersoll, Okla.—H. W. Cole of Oklahoma City has bot the Southern Eltr. Co.'s eltr.

Alex, Okla.—A small tornado passed thru this section recently and wrecked the eltr. of E. H. Linzee.

Billings, Okla.—Pearson & Hayton are installing steel eltr. boot tanks and new turn heads in their eltr.

Broken Arrow, Okla.—The Stevens-Scott Grn. Co. has sold its corn eltr. to Samuel Plummer, formerly of Stillwater.

Oklahoma City, Okla.—The R. E. Robey Grain Co.'s new transfer eltr. on the Rock Island is completed and receiving grain.

Granite, Okla.—The Home Grain Co. is building a 20,000-bu. eltr. on the Rock Island and has leased it to W. L. Perkins for two yrs.

Wheaton (Burlington P. O.), Okla.—Randels & Grubb have bot the 12,000-bu. eltr. on the Santa Fe of the Guthrie Milling Co.

Mangum, Okla.—A. F. Hooper of Hobart contemplates building a 7,000-bu. eltr. on his own ground beside Rock Island right of way.

Meno, Okla.—Randels & Grubb instead of Home Grn. Co. are building a 10,000-bu. eltr. on the Rock Island. C. A. Lowe has the contract.

Davidson, Okla.—The J. C. Hunt Grain Co., of Wichita Falls, Tex., is having new machinery installed by the P. H. Pelkey Construction Co.

Broken Arrow, Okla.—Sam Plummer, formerly proprietor of the Stillwater Mill & Eltr. Co., has bot an eltr. here and will operate it.

Pawnee, Okla.—The Badger-Hudson Grn. Co. will bld. a warehouse, 30x60, adjoining its eltr. to provide room to handle flour and feed.

Wakita, Okla.—The Wakita Grain & Coal Co., incorporated, capital stock \$5,000; incorporators, L. D. Jones, J. S. Strasbaugh and S. C. Hardin of this place, R. A. Moore, of Gibbon and R. D. Reed, of Medford.



## Dust Collectors

There are several "named" Dust Collectors. When you want quality there is only one. It is made of extra heavy material, made to wear. It's like other DUST COLLECTORS in shape, that's about all. It will do what any other will do and then some. It stands for QUALITY.

If you want to know more about it right now, write.

THE PRICE IS RIGHT

**THOMAS LEE**  
128, 130, 132 West Second St.  
Cincinnati, Ohio.

## CYCLONE BLOW PIPE CO.

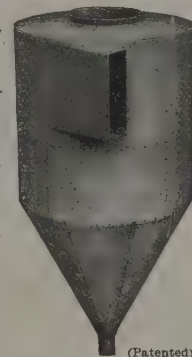
IMPROVED

Cyclone Dust Collectors, Automatic Furnace Feeders, Steel Plate Exhaust Fans, Exhaust and Blow Piping.

Complete systems designed, manufactured installed and guaranteed. Old systems remodeled on modern lines on most economical plans. Supplementary systems added where present systems are outgrown. Defective systems corrected and put in proper working order.

High and Low Speed Systems.

70-86  
West Jackson Boul.  
CHICAGO, ILL.



(Patented)

COMPLETE EQUIPPERS  
OF GRAIN ELEVATORS

## Your Order

for elevator machinery and supplies will be placed with us, if you want good goods, prompt shipment, and above all prices that are in keeping with their quality.

Send your bill of material for us to estimate, we want to show you that we are after your order.

Our catalog of everything needed for Modern Grain Elevators gladly sent upon request.

**POWER APPLIANCE  
MFG. CO.**

Successors to

Midland Machinery Co.

Minneapolis - Minnesota



Kremlin, Okla.—The Kremlin Farmers Mill & Eltr. Co., incorporated, capital stock \$50,000; directors, M. C. Jones, W. T. Jones and J. D. Acting.

Sayre, Okla.—The Sayre Milling Co. has succeeded the Sayre Mill & Eltr. Co. E. E. Klein formerly with Acme Milling Co., Oklahoma City is mgr.

Sentinel, Okla.—The Custer Milling Co., of Custer City and the Thomas Milling Co., of Thomas are building eltrs. here on the K. C. & O. R. R.

Minco, Okla.—The Yukon Milling Co. is doubling the capacity of its eltr. so it will have room to store 20,000 bus. All new machinery is being installed.

Jet, Okla.—L. I. Lewis has purchased the Farmers Co-operative Eltr. and will organize the Jet Mill & Eltr. Co., and will install an alfalfa mill and chop mill.

Chickasha, Okla.—J. E. Farrington of Anardarko has let contract to J. A. Horn for plans and specifications for a 30,000-bu. cribbed eltr. on the Rock Island R. R.

Guthrie, Okla.—The State Corporation Commission May 16 issued its order, effective June 8, reducing the freight rates on grain and grain products about 40 per cent.

Oklahoma City, Okla.—Mr. Allen formerly of Pensacola, Fla., is preparing to build an alfalfa mill to turn out four cars per day. A 125-h. p. steam plant will be used.

Hobart, Okla.—The Linzee-Goodwin Grn. Co., who sold their eltr. to the Farmers Cooperative Shipping Ass'n, have taken it back in satisfaction of the mortgage.

Mountain View, Okla.—The Washita Union Gin & Grain Co., incorporated, capital stock \$25,000; directors, S. Taylor, J. W. Peoples, H. T. Wanzor, F. Grubbs and John Bradley.

Enid, Okla.—W. B. Johnston is erecting a 40,000-bu. transfer eltr. employing local labor in the construction. Electric power will be used. Shellers, clippers and cleaners will be installed.

Hitchcock, Okla.—McIntyre Bros. have demolished their old eltr. and are building a new 15,000-bu. eltr. A cleaner, a Fairbanks automatic scale and 15-h. p. gasoline engine will be installed.

Wakita, Okla.—The Farmers Eltr. has been sold to R. W. Jones, who will operate it. W. W. Miller & Sons of Anthony, Kan., are bldg. a 15,000-bu. eltr. on the Santa Fe R. R.—S. W. Miller, Clyde.

Marlow, Okla.—J. E. Shields who sold his eltr. at Yukon to the Farmers Union has repurchased it and is tearing it down. He will use the material to enlarge his eltr. here on the R-I. R. R. to 50,000 bus. capacity.

Lindsay, Okla.—Keel & Son of Gainesville, Tex., have contracted with J. A. Horn to build new eltr. with 7,000 bus. capacity for shelled grain and storage for 15,000 bus. snapped corn, steam power and shuck corn sheller.

Oklahoma City, Okla.—The opinions of the grain dealers and millers in convention here as to the wheat crop vary from twelve to twenty million bus, but the majority seem to doubt the state will have more than 15,000,000 bus.

Reeding, Okla.—The Reeding Grain Co. has purchased A. T. Haines eltr., also Stevens Bros. eltr. Both are on the Rock Island. The Reeding Grain Co. will take possession June 1. E. W. Sibley will continue as agent for the El Reno Mill & Eltr. Co. at Cashion until June 1.

Guthrie, Okla.—A bill establishing standard weights and measures has been introduced in the legislature by Senator P. J. Goulding of Enid, with the indorsement of the state board of agri., and modeled after the Missouri law. A bushel of corn in the ear is to weigh 70 lbs. and barley 48 lbs.

Oklahoma City, Okla.—The H. C. Clark Grn. Co., is a company of hoosiers, H. C. Clark for years in the grain business at Colfax, Clark's Hill and other Indiana points, and with him are H. J. Casley formerly with Gilbert-Madoc Co., at Dana, Ind., and B. S. Malone formerly at Kempton, Ind.

## OREGON.

Portland, Ore.—The Coffin Grain & Milling Co., incorporated, capital stock \$30,000; incorporators, J. A. Yerex, F. H. Coffin and Jay H. Upton.

Portland, Ore.—The new rules of the Board of Trade provide that the fee for inspection shall be \$2 per car and for weighing \$1 per car.

Portland, Ore.—A. D. Thompson of Duluth, Minn., consulted wheat exporters here recently with a view to the shipment of grain in bulk. It is said the Great Northern and the Northern Pacific will take Mr. Thompson's advice as to constructing large terminal bulk grain eltrs.

## PENNSYLVANIA.

Myerstown, Pa.—Zacharius Gingrich will erect a 3 story grain warehouse 40 x 60 ft. The contract has been let to Lorenzo Blecker.

Wilkes-Barre, Pa.—A 35,000-bu. grain storage plant is being put in for the Miner-Hillard Milling Co. by the A. E. Baxter Engineering & Appraisal Co.

Pittsburg, Pa.—The Morton Grain & Hay Co. has succeeded the Pittsburg Transfer Eltr. Co. and the eltr. and warehouse will be designated as the Pittsburg Eltr. N. Morton is pres. and W. F. Heidenreich, sec'y.

Pittsburg, Pa.—Twelve or 15 different suits were brot against the B. & O. R. R. Co. on account of damage by high water last year, and of these only one has been decided, that in favor of J. W. Smith & Co., which the road has appealed to the supreme court. In the case of Herb Bros. & Martin judgment was given them for full amount of claim, \$832, on May 22.

Pittsburg, Pa.—The Grain Exchange has recently adopted the following resolution: Whereas, The monetary affairs of this city and the country at large continue in an unsettled condition, and for this reason our banks are not willing to extend any accommodation at present. It has become necessary for this exchange to take some precautionary measure for the benefit of all concerned; and, therefore, the attached resolution be and hereby is adopted: Resolved, That hereafter all shippers of hay, straw and grain are requested to make all drafts on consignments to read: "On arrival of the car," and the amount not to exceed three-fourths of the value, less freight.

## PHILADELPHIA LETTER.

The grain men of the Commercial Exchange are strongly opposed to any advance in thru freight charges.

The Room and Fixtures Committee of the Commercial Exchange have issued positive orders that all strangers must hereafter be introduced thru the middle gate.

Large blackboards have been erected in place by the floor committee, near the main entrance to the Commercial Exchange, where daily trade bulletins are now being posted.

The champion base ball game between the floor boys of the Bourse and the Stock Exchange resulted in a substantial victory for the latter, and the rooters among the older heads were very much in evidence.

The United grain organizations of the different trade Associations will take an active interest in the celebration of Founders Day and will entertain all business friends from out of town, and have a display in the great parade pageant.

Billy Brazer the jolly man on the grain floor and special representative here of Finley Barrel & Co. had the muscles of his left optic cut, and now wears a close bandage over the eye. A cruel grain man was unkind enough to remark that the severe eye strain was brought about looking for margins on wheat.—S. R. E.

## SOUTH DAKOTA.

Peever, S. D.—The Farmers' Eltr. Co. will erect an eltr.

Cresbard, S. D.—A farmers' eltr. company is being organized here to erect an eltr.

Kidder, S. D.—V. Tornquist has been elected as agent for the recently organized Kidder Eltr. Co. eltr.

Ordway, S. D.—The Atlas Eltr. Co. has let the contract to T. E. Ibberson for the erection of a 25,000-bu. eltr.

Webster, S. D.—The Empire Eltr. Co. has started the work on rebuilding its eltr., which was destroyed a short time ago.

Broadland, S. D.—G. W. Van Dusen & Co.'s eltr., which was burned Apr. 14, will be rebuilt with 25,000 bus. capacity by T. E. Ibberson.

Watertown, S. D.—Arthur J. Reiger of this place will erect two 35,000 bus. eltrs., one at Foley, no p. o., and one at Thomas, no p. o.

Armour, S. D.—I have bot an interest in the Armour Roller Mills and will not enter into the grain business at Corsica as was expected.—Arthur Reetz, Corsica.

Watertown, S. D.—The South Dakota Railroad Co. has been granted right of way into the city and the Kampeska Milling Co.'s eltr. will have to be moved to a new site.

Holmquist, S. D.—I am now manager of the eltr. here of the McCaull-Webster Eltr. Co. I was formerly agent for the Duluth Eltr. Co. at Hancock, Minn.—W. L. Almqvist.

Hayti Sta., Castlewood P. O., S. D.—I am to take charge of the eltr. of Schultz & Son at this place. The eltr. of McCaull & Webster is completed, with Mr. Lundy in charge.—H. E. Larson.

Parker, S. D.—Mr. Meier and Chas. Darby have bot the cold storage building of the Hamm Brewing Co. and will remodel it into an eltr. Mr. Meier expects to move here June 1 from his home at Sutherland, Ia.

Armour, S. D.—C. H. De Wald, pres. of the Farmers' Eltr. Co., and P. J. Burke, builder, have been enjoined by Judge Smith of Yankton, from proceeding with the construction of the new grain eltr., under the act passed in 1902 forbidding the erection of an "elevator, warehouse or flouring mill within 100 ft. of any existing structure."

Kaylor Sta., Scotland, S. D.—The recently incorporated Farmers' Eltr. Co. has bot an improved Hall Signaling Grain Distributor for its eltr. at this place. M. King of Sioux City will erect an eltr. in the near future.

Springfield, S. D.—We will build an eltr. this year; will start the foundation next week. We will build so one man can run both houses. Jacob Ludens will buy grain for Eugene Colburn this summer, he is a new man in the business. I have accepted a position in his lumber yard for the present.—R. A. Maarsingh, mgr. E. Colburn.

Hayti Sta., Castlewood P. O., S. D.—We will build an eltr. at this station on the South Dakota Central Railroad, with a capacity of 30,000 bus. It will be equipped with two stands of eltrs., 12-h. p. gasoline engine, No. 77 Clipper Cleaner. Will build a coal shed 16x60 ft.—Farmers' Eltr. Co., David Sour, Vienna, S. D.

## SOUTHEAST.

High Point, N. C.—Parker & Johnson, wholesale grain and feed dealers, have moved their place of business into a large warehouse.

Clarksdale, Miss.—The McDonald Hay & Grain Co., incorporated, capital stock \$10,000; incorporators, Wilson McDonald, Walter Templeton and others.

Mobile, Ala.—Ibach & Beaven, dealers in produce and fruit, have put in an equipment for handling grain. A building 100x125 ft. and 3 stories high is devoted to the grain department alone. C. G. Ibach and H. C. Beaven, of the firm, are members of the Commercial Club.

Atlanta, Ga.—Commissioner T. G. Hudson has recently issued the following ruling: If any substance, such as chaff, screenings, damaged, faulty or unlike seeds or grains or foreign material be mixed with or added to seeds or grains as an adulterant and not plainly marked on the package containing it or in which it is offered for sale, showing the true composition of the mixture or the character of the adulteration, it will be considered a violation of the food and drug act of Georgia.

## NATCHEZ LETTER.

Natchez, Miss.—While we boast no exclusive dealer in grain, an eltr. has been contemplated for some time, but the want of a suitable location therefor has disheartened its projectors for the time being.

One hundred subscribing passengers will take advantage of the first regular train over the Mississippi Central which leaves here about May 25 for Hattiesburg. It will be strictly a business men's excursion and marks the opening of fresh trade for us and a further connection with the grain fields of the West for our newly made neighbors.

Local grain men are optimistic and the following wholesale firms are preparing for a good year's business: Postlewaite & Chase Co., I. Lowenburg & Co., W. H. Pritchett & Co., A. Beer & Co., R. Viener & Co., B. Kullman, Geisenberger & Friedler and those old seniors of the trade, Rumble & Wensel Co. These eight houses collectively handle annually, exclusive of crushed feeds, about 1,000 car loads of grain and in addition thereto nearly half as much of hay approximately.

We have about 15,000 inhabitants, of average energy and enterprise, and, besides three lines of railroads the mighty

Mississippi supplies a means of transport not to be sneezed at and which will be better still when "deep water from the lakes to the gulf" shall have become a fact. A shipment by a single firm of several hundred sacks of grain, on one of our four local packets, to points along the river, is no unusual occurrence, the bulk of our trade coming from the rich alluvial lands of Louisiana. It is predicted that much grain shall be wanted hereabouts during the current year.—B.

## TENNESSEE.

Nashville, Tenn.—The West Nashville Grill Club, composed of grain men, has organized a baseball team, and have won several games in the city league.

Nashville, Tenn.—The McLemore Grain Co., incorporated, capital stock \$30,000; incorporators, E. A. Gordon, F. S. Gordon, J. B. McLemore, H. J. Conar and Bradley Walker.

Memphis, Tenn.—J. B. Edgar Grain Co. has transferred its grain business to the Union Eltr. on account of losing its Central Eltr. and Warehouse by fire. Jones & Rogers have arranged to conduct their grain and hay business thru Planters Warehouse and other eltrs.

Memphis, Tenn.—Fire starting in the basement of the warehouse of the Central Warehouse Co. on the night of May 20 spread to the eltr. operated by Jones & Rogers and the warehouse of Orgill Bros. & Co., completely destroying the two large buildings and causing a loss of \$300,000. The Central Warehouse was occupied jointly by Jones & Rogers and the J. B. Edgar Grain Co. The Central Warehouse and Eltr. was valued at \$75,000, and contained oats and corn worth about \$50,000. Insurance, \$30,000 on warehouse; \$45,000 on eltr., and \$75,000 on grain. The eltr. was comparatively new, having been completed by Fred Friedline in August, 1906.

## TEXAS.

El Campo, Tex.—J. E. Broussard has bot an improved Hall Signaling Distributor for his eltr.

Houston, Tex.—Rebuilding of the burned plant of the Mercantile Grain Co. is soon to begin.

Hubbard City, Tex.—E. W. Crouch has joined J. E. Surratt and organized the J. E. Surratt Grn. Co.

Hillsboro, Tex.—The Hillsboro Grn. Co., has succeeded J. D. Loftin & Co., and the Hillsboro Grn & Eltr Co.

Dallas, Tex.—G. A. Knight & Son have their warehouse about completed and expect to build an eltr. ere long.

McKinney, Tex.—E. W. Rollow of Van Alstyne, will manage the McKinney Eltr Co. as well as the Van Alstyne Eltr. Co.

Mansfield, Tex.—I sold out a year ago, and the Mansfield Grain & Eltr. Co. is my successor.—F. S. Windle, Britton, Tex.

Electra, Tex.—The Farmers' Eltr. Co. is installing new machinery in its eltr. The P. H. Pelkey Construction Co. is doing the work.

Iowa Park, Tex.—The Farmers' Eltr. Co. has let the contract to the P. H. Pelkey Construction Co. for installing new machinery in its eltr.

McKinney, Tex.—C. M. King has resigned managementship of McKinney Eltr. Co., and will join Wilbur Killingsworth in forming the Dennison Wholesale Grn. Co. at Dennison. The new Co. has bot a large warehouse.

## MacBride Coal & Coke Co.

Producers and Shippers  
GENUINE POCAHONTAS and NEW RIVER  
**SMOKELESS COAL**  
Also Pennsylvania, West Virginia, Ohio, Indiana and Illinois Coal. Foundry, Furnace, Crushed and Gas House Coke.  
Fisher Building, CHICAGO, ILL.  
Long Distance Telephones Harrison 419 and 650

## YOU WILL NOT

be compelled to file claims for shortages if your cars are equipped with

## THE KENNEDY CAR LINER

It positively prevents leakage of grain in transit. Further information cheerfully furnished if desired  
**FRED. W. KENNEDY, M'r.**  
Shelbyville, Indiana

## We LOOK

after your interests carefully on business sent us and secure full market value for grain on consignment. Also give hedging orders prompt attention. TRY US.

## McKenna & Rodgers

61 Board of Trade, CHICAGO

## STATIONERY



Business and Social Embossed and Engraved Wedding and Commencement Invitations, Calling and Business Cards. Largest plant in U.S. in this line. Samples willingly furnished.

## CLINCH PAPER CLIPS

1000, 30c postpaid—5000, \$1.25 Ex. prepaid—25,000 lots, 15c per 1000 F. O. B. Buffalo.

**THE AMERICAN EMBOSSING CO.**  
BUFFALO, N. Y.

## Read the Story

of the condition of your grain at all points in storage bins.

No More Anxiety!  
No More Useless Turning of Grain!

Use

## THE ZELENY THERMOMETER



Send for circulars

**The Multiplex Electric Thermometer Co.**  
Red Wing, Minn.



Wichita Falls, Tex.—The J. C. Hunt Grain Co. has leased the eltrs. of the Hardin Grain Co. at this place, Iowa Park and Petrolia.

Galveston, Tex.—The Galveston Wharf Co. has refused to re-lease Eltr. B to the Sante Fe Eltr. Co. and will operate it henceforth as well as Eltr. A.

Ft. Worth, Tex.—W. D. Williamson has gone to San Antonio, and his firm has discontinued business here. Rumor has it some shippers are in mourning.

Ft. Worth, Tex.—J. A. Pickens, who has been with the Empire Grain Co. for ten months, expects to start in grain brokerage business on his own account.

Fort Worth, Tex.—The Terminal Grain Co. will build a 75,000 bus. cleaning and transfer eltr. The company will install a clipper, and use electric power. A site has been purchased.

Waco, Tex.—Early & Clement Grn Co. is bldg an eltr 40x40x70 ft high, with two legs, cleaners, sheller and 50 h. p. gas engine, and Richardson Automatic Scales. Its warehouse will be 40x300.

Dallas, Tex.—J. W. Webb and Ben Hill of McKinney, and E. W. Rollow of Van Alstyne, have organized the Dallas Eltr. Co., capital stock, \$20,000, and are bldg. a warehouse 60x120, an office and a hay warehouse 40x80. J. R. Dawkins will be the manager. Steel tanks and a sheller may be added.

### WASHINGTON.

Edwall, Wash.—The farmers' eltr. company's eltr. being erected here is going up fast. C. P. Hinman of Spokane has charge of the work.

Lind, Wash.—The Union Eltr. & Warehouse Co., incorporated, capital stock \$7,000; incorporators, W. B. Davis, C. E. Moody, J. E. Fouser and others.

Walla Walla, Wash.—The Stanfield Grain & Warehouse Co., incorporated, capital stock \$5,000; incorporators, A. J. Evans, S. C. Williams, C. B. Lane, O. De Witt and W. J. Corkrum.

Walla Walla, Wash.—The Valley Grain & Warehouse Co., incorporated, capital stock \$10,000; incorporators, Archie Dunigan, John Yeend, Milo Gross, Philip Pentacost and James Yeend.

Rosalia, Wash.—L. W. and H. R. Anderson have bot the grain warehouse interest of James A. Anderson and will assume the business. It has a capacity of approximately 300,000 bus. of grain. The floor space is 12,500 ft.

Pomeroy, Wash.—During the fall of 1907, this station received 2,425,000 bus. of grain, of which 1,950,000 bus. was barley and 475,000 bus. was wheat, making it the neaviest grain shipping point on the line of the Oregon Railroad & Navigation Co.

Spokane, Wash.—E. W. Swanson has been successful in his suit to compel the Farmers' Grain & Supply Co. to transfer to him 30 shares of stock. Mr. Swanson was formerly sec'y of the company, with the present directors of which he has been having a controversy.

Prescott, Wash.—We will erect a warehouse here on the O., R. & N., 50x250, and as all grain is handled in sacks no machinery will be required except trucks and one piler. We will buy the material and hire men to put it up.—Prescott Warehouse Co., T. F. Dice, Sec'y.

Seattle, Wash.—The grain committee of the Merchants' Exchange has proposed a modification of rule 3, relative to track selling, which following is the pro-

posed rule: "When a car of grain is sold as No. 1 or the usual deductions on lower grades, if the car does not contain 70 per cent of the No. 1 grade the buyer is at liberty to reject the car and the seller shall either remove the car or make settlement as may be agreed upon." The committee also proposes to modify rule 4 to read as follows: "The difference between No. 1 and No. 2 barley and oats shall be \$2 instead of \$1.50. Rejected grain shall be subject to private settlement."

Seattle, Wash.—Notice has been given millers and eltr. operators by the Chicago, Milwaukee & St. Paul Ry. that storage houses to be constructed on its right of way to the Coast must be equipped with machinery for the handling of grain in bulk. Shipment of grain by rail in bulk from the fields to the seaports have been so successful everywhere in the east that the management of the C. M. & St. P. can see no reason why the same expeditious despatch can not be given to grain on the way from the interior to the Pacific ports. If the exporters and vessel owners wish to have the grain sacked let them do so at the terminal eltrs., just as it is done now in certain trade catering to the south-east.

Ritzville, Wash.—The traffic managers of the Great Northern and Northern Pacific roads made a very poor showing before the entire Washington State Railroad Commissioner here at the hearings May 11 and 12. O. O. Calderhead, expert accountant of the Commission, had for the first time in the history of that body, prepared accurate statements of cost of transportation. He segregated the passenger and freight expenses and taking the total operating expense chargeable to freight and dividing this sum by the total number of tons of all freight hauled one mile, he found the cost per ton per mile to be 4.795 mills. Operating expenses are used to include every item of cost except fixed charges. These embrace a reasonable return on the value of the railroad's property in the state. Having determined the cost of moving freight a ton-mile, Mr. Calderhead took up the analysis of the difference in cost of handling various commodities, which he found to average 17.17 tons per car, while wheat is hauled on an average of 32 tons to the car. By reason of this greater load Mr. Calderhead showed that the cost of moving wheat is only 3.758 mills per ton-mile. On the distance from Ritzville to Tacoma Mr. Calderhead gave the cost of moving a ton of wheat at \$1.30, and from Odessa to Seattle the same. Mr. Costello, assistant Great Northern traffic manager, testified that the fixed charges of a road could be fairly estimated by doubling the cost of the operating expenses. By this method the total allowance for moving a ton of wheat from Ritzville to Tacoma or from Odessa to Seattle is \$2.60, as against the \$3.40 rate in effect. Taking Garfield as a basis for the Palouse, the cost of moving a ton of wheat to the coast is \$1.64, and doubling as before to allow for fixed charges, the total cost is \$3.28, as against the \$3.85 rate in effect.

### WISCONSIN.

Lodi, Wis.—Caldwell Bros. will erect a cement block grain warehouse to cost \$6,000.

Elvea, Wis.—The Elvea Farmers Equity Exchange, incorporated, capital stock \$2,000; incorporators, C. Meyers and others.

Bloomer, Wis.—Oscar Stelter is erecting a potato house and also an eltr. This will replace the Barcum Eltr., which was burned last summer.

Merrill, Wis.—The Lincoln Milling & Eltr. Co., incorporated, capital stock \$35,000; incorporators, Paul Gübert, Leo Gensman and Jacob Gensman.

Milwaukee, Wis.—The foundation of concrete for the large addition to the plant of the Milwaukee Grains & Feed Co. is now in and the work on the main building is under way. The addition will cost \$10,000.

Milwaukee, Wis.—Clarence W. Lawrence has been suspended from the privileges of the floor of the Chamber of Commerce by Vice Pres. Wallace Bell on complaint by the Greenwood Roller Mills Co., of Greenwood, Wis.

Manitowoc, Wis.—The sudden closing of the eltrs. of the Northern Grain Co. at Cylon, Emerald, Glenwood and other stations along the Wisconsin Central has deprived the farmers of a market, and local managers are trying to lease the plants with a view to keeping them open. The company has closed its cold storage plant at Manitowoc, and abandoned sheep feeding on its 30 acre farm here. O. W. Mosher, of New Richmond, who was formerly pres., now has no connection with the company, and Jas. G. Martin recently resigned the management.

### MILWAUKEE LETTER.

Six per cent is most generally being charged as interest.

Jas. T. Mallon has been elected to succeed A. K. Taylor, resigned, on the board of appeals.

Pres. Wall of the Chamber of Commerce is now at French Lick Springs for a few weeks' vacation.

For failure to pay the annual dues, the membership of Cassius M. Paine has been declared forfeited and transferred to Jos. H. Frerich.

August Wendland, who was charged with having paid small boys to steal grain from cars, was fined \$25 and costs. He has appealed.

Archie McFadden, the veteran door-keeper, is the proud possessor of a new uniform coat on which is eight stripes, signifying forty years of service.

Naturally, we look for some increase in receipts after seeding. Have reports from Northern Iowa, saying seeding is rather backward, account of too much wet weather.—D. G. Owen.

The Franke Grain Company has rented Pabst Eltr. "B," with a capacity of 640,000 bus., and a working capacity of 150,000 bus. Except in cases of necessity the company will use it privately.

Routine business in freight matters and rate checking, in view of expected general 10% advance, was considered at a meeting of the Wisconsin rate committee of the Western Freight Tariff bureau at a recent meeting.

Memberships are being quoted at \$250 net to the seller. Since April there has been about sixteen transfers of memberships made, but the activity has dropped off to some extent and dullness pervades the membership business.

To say the least, corn is going some. Not contented with reaching the 70c mark, it has bounced up 5c more, under the lash of our nearby friend, Patten, who seems to have no charitable feelings for the poor consumer. And, notwithstanding all of the big prices being paid, corn is not forthcoming, i. e., in startling

quantities. Consequently, kicks have fallen below the average, the elevator man is losing money through the absence of hot corn and the receiver is likewise in the same boat. "To arrive" is about the best proposition just now, but interior dealers have either not awakened to the fact or have none in reach.

To take any action protesting against the proposed increase in freight rates would be without effect, is the conclusion reached by the trans. committee of the Merchants & Mnfrs. Ass'n. It has been found that the Interstate Commerce Commission cannot act until a rate has been made; consequently any action taken by the committee would have been of no avail.

E. P. Bacon celebrated the seventy-fourth anniversary of his birth May 16. Mr. Bacon has been in the harness for over fifty years continuously and was one of the first to enter the grain business at Milwaukee following the close

opening for their purchases, maltsters refuse to buy, and it is therefore being taken to some extent by the feed trade. Evidently the interior dealer has one sore spot to learn that his fancy priced barley is going to be fed.—Slits.

## An Oklahoma Elevator.

Hinton is about 75 miles Southwest of Enid, Okla., a small town in the heart of a big agricultural district. Among the grain dealers at this Rock Island station is the Red Top Grain Co. Three brothers, H. V. Zobisch, Pres., Paul Zobisch, Vice-pres., and Fred Zobisch, Sec'y and Mgr., compose the company, which built the elevator illustrated herewith.

The elevator is a studded house, with double weather boarding on same. It has 20,000 bus. storage capacity; a basement 15 feet deep built of concrete, rat and water proof. Motive power is furnished



Red Top Grain Co.'s Elevator at Hinton, Okla.

of the Civil war, and with Robt. Eliot and C. F. Freeman really form the "pioneer three" of the grain trade in Milwaukee.

Edw. J. Skewis, Harold D. McCord, Edward Nutter and Jos. H. Frerich have been elected members of the Chamber of Commerce; application for membership has been made by Chas. M. Harrington, Alfred J. Wagner, Jas. R. Stewart and Geo. K. Gibson; application for transfer of memberships has been made by D. W. Holmes, N. K. Simons, Newton M. Kent, Angus McKiver and Win. J. Morgan.

Claims for refund of car service assessed under the old rule, viz.: the allowance of but twelve hours for unloading, are being held up pending a decision of the car service assn.'s attorney as to whether it would be a violation of the Interstate Commerce law to refund any part of the claims. The number of claims being held is large, as practically every case of assessment was made the basis for a claim.

Business, generally speaking, is nil. To apply the word "business" to present conditions would sort of be throwing sarcasm at the real meaning. The trade in general is apparently resting up for the next big (?) crop. Receipts have narrowed down to such a fine point that it requires a magnifying glass clearly to see it. It is surprising, however, that there is not more of a cry for supplies, but the probable cause lies in the fact that buyers have come to the conclusion that values are about as high as they care to have them and that there will be no overbidding. Barley is still seeing around the 60 and 70c mark, with the majority of sales around the former price. Unless there is a ready

by gasoline engine and transmitted to elevator heads with rope drives.

The elevator is equipped with a large New Era Cleaner in cupola, Ohio Sheller in basement, two legs with cups 7x14 and 6x11, 500 bus. hopper scale and other machinery. Drag chains are used to feed sheller.

A grist mill is operated in connection with the elevator. It is equipped with Sprout, Waldron & Co. machinery, consisting of cleaner, 1 three high roller mill, scourer and bolting machine.

Adjacent to the elevator and mill is a large crib which holds 8,000 bus. of ear corn. During the rush season the company can make room for 35,000 bus. of grain. The members of the company are members of the Okla. Grain Dealers Ass'n.

Corn is being planted on an extensive scale for the first time this spring in the vicinity of Odessa, Wash. O. G. Williams will plant 120 acres; C. F. Bentley, 350 acres; L. M. Joyner, 120 acres; and 25 other smaller areas. Mr. Williams' crop last year averaged over 35 bus. per acre and was so profitable that growers are buying horse planters and corn cultivators.

In a recent address, one of our most experienced public accountants, whose investigations had embraced insurance, banking and all other classes of moneyed as well as industrial and railroad corporations and the conduct of government offices, estimated as the result of that experience that while ninety per cent of those managing our national, state and municipal offices were either incompetent or dishonest, the same could be said of less than ten per cent of those directing the affairs of our private corporations.—Insurance Monitor.

## KANT SLIP Car Mover

Address: P. N. JACOBUS, Millstadt, Ill.



## THE ATLAS CAR-MOVER

Manufactured exclusively by  
**The Appleton Car-Mover Co.**  
Appleton, Wis., U. S. A.

Is decidedly the best and most powerful Car-Mover on the market, and supercedes all others wherever introduced. Try an "ATLAS." It will pay for itself in a few hours' use.

## SPECIAL GRAIN SHOVEL ROPE

A Marlin covered wire rope, flexible as manila rope and much more economical. Try it and you will not fail to like it. Sample furnished on request.

Also Special Car Pulling Rope  
and Jupiter Transmission Rope

## DURABLE WIRE ROPE CO.

BOSTON  
26-30 Atlantic Ave.

CHICAGO  
32 S. Canal Street



## The National City Bank of Chicago

The Temple, S. W. Cor. La Salle and Monroe Sts.  
CHICAGO

Capital \$1,500,000. Surplus \$300,000

Approved by Chicago Board of Trade  
as a Margin Depository

We are prepared to give the most prompt, careful and courteous personal attention to our customers with a view to increasing their number. We invite correspondence or a personal interview with the representatives of Banks, Corporations, Firms and Individuals.  
—DAVID R. FORGAN, Pres.

**DIRECTORS:** ALFRED L. BAKER, of Alfred L. Baker & Co.; AMBROSE CRAMER, Trustee Henry J. Willing Estate; EDWARD G. CARRY, Vice Pres. American Car and Foundry Co.; E. G. EBERHART, Vice Pres. and Gen'l Mgr. Mishawaka Woolen Mfg. Co. Mishawaka, Ind.; A. B. DICK, Pres. A. B. Dick Co.; STANLEY FIELD, of Marshall Field & Co.; DAVID R. FORGAN, Pres.; F. P. PEABODY, of Cluett, Peabody & Co.; JOHN E. WILDER, of Wilder & Co.; H. E. OTTE, Cashier.

**OFFICERS:** DAVID R. FORGAN, President; ALFRED L. BAKER, Vice President; H. E. OTTE, Cashier; L. H. GRINME, Assistant Cashier; F. A. CRANDALL, Ass. Asst. Cashier; W. D. DICKEY, Assistant Cashier; R. U. LANSING, Manager Bond Department.



## Grain Carriers

The vessel owners who met at Cleveland recently voted to begin the season of navigation June 1.

Minimum carload weights are to be discussed at the Chicago meeting of the Transcontinental Freight Ass'n.

Interstate Commerce Commissioner Clements denies that the Commission has approved a general increase in freight rates.

The first 10 per cent advance in rates has been made. It will apply on rice, sugar and coffee from New Orleans to points north.

The Illinois Central and the Yazoo & Mississippi Valley railroads were indicted by the federal grand jury at New Orleans May 16 for rebating.

Rates on export wheat from Manitoba are being cut for the season thru Montreal and Portland. The cut of 2 cents from Fort William has been met by the Grand Trunk thru Portland.

A general rate advance similar to that contemplated by the eastern lines was considered by the Transcontinental Freight Ass'n in session at Chicago May 22; but no definite action was taken.

Reconsignment en route or after arrival at New Orleans to Havana, Cuba, will be permitted by the Illinois Central after June 8 on shipments of corn, oats and wheat in sacks and flour in barrels or sacks.

Boston cleared its first shipment of lake and rail grain May 8 on the steamer Lancasterian for London. This cargo of 40,000 bus. wheat was followed by a second shipment this season of 48,000 bus. to Manchester.

Lake vessel owners have been completely successful so far this season in enforcing open ship rules. The same principle could be extended to the longshoremen and the rail carriers with equal advantage to the public.

Elevation allowances amounting to \$199 are claimed by the Elwood Grain Co., of St. Joseph, Mo., in a complaint recently filed with the Interstate Commerce Commission against the Chicago Great Western and the Wabash railroads.

Atty. Gen. Bonaparte has written the judges of the third circuit that suit will be instituted at Philadelphia against certain railroads engaged in the interstate transportation of coal in violation of the commodities clause of the Hepburn act. Defendants have agreed on a statement of facts, and Mr. Bonaparte asks a hearing soon after June 15.

I am sure no commissioner expressed himself as being opposed or not opposed to an advance in rates. The commission cannot speak for the administration in such matters, nor has it any power or right to talk until rates are made and their reasonableness questioned. It would be undignified and absurd to assume any other position.—Commissioner Clark.

The complaint of the Aug. J. Bulte Milling Co. in behalf of the millers of Kansas City and the southwest was very ably argued by counsel for Minneapolis, St. Louis, Chicago and other markets, and the attorney for complainants will be given additional time to elaborate his argument. A decision is expected in about 2 months from the date of the hearing, May 13.

Refunds of overcharges on snapped corn are following the decision of the Interstate Commerce Commission in the Ocheltree case. The M., K. & T. and the Int. & Gt. Nor. have been directed by the Interstate Commerce Commission to refund \$28.68 to Crowder & Co. on one shipment of snapped corn made from Coweta, I. T., to Tyler, Tex., on May 7, 1907.

Where a shipper having a money demand against an interstate carrier sought to offset it against the amount of a freight bill which he owed the carrier upon a shipment of merchandise, the Interstate Commerce Commission recently held that the two transactions have no relation one to the other, and that such a deduction from the lawful charges on the shipment could not be made.

The grain section of the Dominion Marine Ass'n has taken up the lack of system in loading boats at Fort William and Port Arthur, Ont. Under the present method a vessel loses time going to three or four of the elevators to complete a load. By reason of the great storage capacity of the elevators at the Canadian head of the lakes it should be possible to load at a single house. It has been suggested that the elevators establish a clearing house.

Privately owned cars are defined by Commissioner Lane to be those used by the owners to carry commodities in which the owners are dealing. The Commissioner holds that privately owned cars, when hired by the shipper to the common carrier, are subject to demurrage on the tracks of the carrier, both at the point of origin and at the destination of the car so owned by the shipper. But the commissioner further holds that such private cars are not subject to demurrage on private tracks, either of the owner of the car nor of the consignee of the car. The privately owned car is, however, subject to demurrage charges when those charges are imposed by the tariff provisions upon its own equipment; except where the private car is upon a private track and the carrier has become responsible for no rentals or other charges on the car; or where the carrier has agreed to pay for the car.

Because of the Pere Marquette's insufficient equipment a number of worn-out cars no longer serviceable for interstate movement were acquired and fitted up by certain shippers for the transportation of their hay from local points on the Port Austin, Mich., division to junction points with other lines, where the hay was transferred to empty system cars and moved forward to eastern markets. In the complaint of Henry Ruttie the Interstate Commerce Commission held that the road's course in stopping its own cars, as well as the cars in its control of connecting carriers, at such junction points, there to be loaded with hay from the "private" cars, instead of sending them up the line to the loading points, where all the shippers might share in their distribution, was to the detriment and at the expense of complainants and other independent dealers, and amounted to a denial to the complainants of the equal enjoyment of the facilities of defendant and was therefore an unlawful discrimination.

Handling of Canadian grain in bond at Duluth was discussed recently at a meeting of seven federal officials, including two special agents and several collectors of customs.

## Interstate Commission Decides Against Scoop-Shoveler.

The Interstate Commerce Commission has dismissed the complaint of S. MacMurray against the Union Pacific Railroad for alleged discrimination in furnishing cars for grain shipments.

MacMurray owns two warehouses with a total capacity of about 12,000 bus., and 80 to 200 ft. from the tracks of the railway. He has no elevator. By means of scoop shovels he loads the cars from wagons, from the warehouses or directly from the farms. To load a car usually requires a day and sometimes more.

His competitors are well equipped to handle grain with dispatch. The Omaha Elevator Co. has an elevator and warehouse of 62,000 bus. capacity; the Hord Grain Co. 60,000 bus. and the Conrad Grain & Elevator Co. 46,000 bus., all at Wood River, Neb., where MacMurray does business under the name of the Wood River Grain Co.

In 1906 the car shortage was marked on the Union Pacific, including the station at Wood River. The daily car record of defendant, submitted in evidence, shows Wood River was short of the demand on an average of about 15 cars per day during November and December of that year. The records indicate that during these two months the four grain companies were supplied a total of 89 cars, of which complainant received 7, the Conrad Co. 49 and T. B. Hord Co. 19 and the Omaha Elevator Co. 14. While all these dealers were demanding many more cars than they were able to secure, the elevators and warehouses were practically filled to their capacity all the time because of inability to secure cars.

The agent of the defendant at Wood River testified that he had received special directions to make no discrimination against complainant in the distribution of cars, and that he had not made any such discrimination. He further testified that during this time it was the policy of the company to so conduct its business as to secure as rapid handling of equipment as possible, and that to carry out this policy he so distributed the cars as to secure the promptest loading, having due regard for the rule of the company that 48 hours should be allowed for loading. He insisted that he had supplied complainant with his fair proportion of cars, as determined by the demand therefor and the ability to handle the business when the cars were supplied.

In dismissing MacMurray's complaint Commissioner Clements said: "While it is no doubt true that under the circumstances of general insufficiency of transportation facilities prevailing during the period covered by this complaint, complainant could have greatly increased his business, if supplied with cars as needed, it is not apparent that he could have done so had his competitors also been supplied with all cars needed by them. They all, in common with shippers throughout the country, suffered in the same way from the effects upon their business of the so-called car shortage. Demands were being made by the competitors of complainant at Wood River upon the defendant for more cars during the same period and vigorous protests were made by them on account of the failure of the defendant to furnish a sufficient number of cars. The business of complainant and of his competitors suffered in common. No undue discrimination in the matter complained of has been satisfactorily shown."

## Patents Granted

**Storage Device for Seed Corn.** No. 887,960. Carl J. Orstrum, Cambridge, Ill.

**Adjustable Screw Conveyor.** No. 887,762. (See cut.) Chas. Brent, Kenora, Ont. The flights of the conveyor are flexible so that its pitch may be varied by extending the shaft.

**Grain Door.** No. 888,433. (See cut.) Frank L. Thompson, Great Bend, N. D. The sections of the door spread open vertically and nest together, consisting of a

**Grain Car Door.** No. 888,228. (See cut.) Winfield S. Driskell, Gretna, Neb., assignor of 1/3 to Hans Peters, Gretna. Upper, intermediate and lower door sections are each capable of vertical sliding and swinging movement, the intermediate section having depending strips on its ends providing grooved guideways, the lower section having extensible end plates, and a loose hinge connection with the adjacent section to allow of its being lifted and hinged upward.

**Grain Huller or Cleaner.** No. 887,556. (See cut.) Utley Wedge, Ardmore, Pa. The machine has a hulling chamber casing, a pair of reversely reciprocating side-by-side plungers, a pair of resisting surfaces between which and the ends of the plungers the grain is compressed and an elastic backing for one of the plungers. One of the compressors is inclined, to cause a back



**B + FUMA =**

Live weevil plus a little Fuma equals dead ones every time

**Fumigate Your Elevators and Mills With FUMA**

The only satisfactory method of treating grain in the bin; kills all insects, weevil, moths, etc.

10c per lb. in 50 lb. and 100 lb. drums  
Send for printed matter

**EDWARD R. TAYLOR**  
Manufacturing Chemist Penn Yan, N. Y.

**May 1909  
CORN**

Those desiring some highly interesting comments and data respecting May 1909 Corn should write me at once.

**E. W. WAGNER**  
99 Board of Trade CHICAGO

**NON-SIFTING  
SAMPLE ENVELOPES  
TULLAR ENVELOPE CO.**

Successors to  
**HOWE ENVELOPE CO., Ltd.**  
303 Congress St. West, Detroit, Mich.

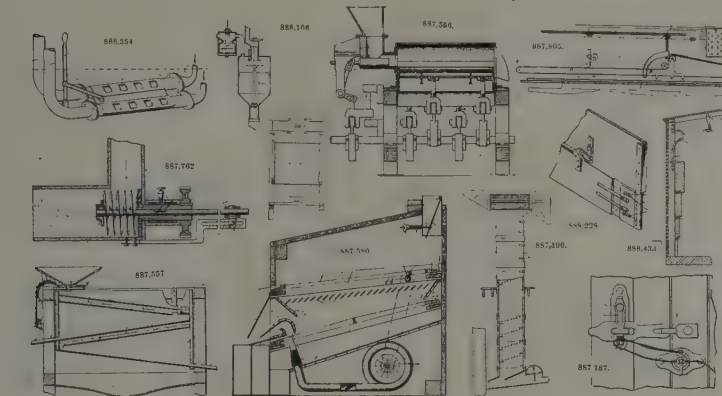
**RATS & MICE  
EXTERMINATED  
SCIENTIFICALLY**

**WITH  
Pasteur Vaccine Co. Rat Virus**  
Non-Poisonous—No Odors

The virus is fed to the rodents on bread, grain or other suitable bait. In the course of a few days this creates a contagious and mortal disease that is harmless to all other life. Furnished in two forms.

**MOURATUS—Gelatin Form, 50 and 75c.  
RATITE—Liquid Form, 75c, \$1 and \$1.50.**

Write for further particulars and testimonials to  
**PASTEUR VACCINE CO., Ltd.**  
Sole Concessionaires of Institut Pasteur, Paris, Biological Products.  
7 Rue Meyerbeer, Paris, France.  
New York, 288 West 11th Street.  
Address Dept. K, Chicago, 323-325 Dearborn Street.



plurality of plates having marginal flanges. The upper section is formed with slotted lips on its ends, thru which pass the vertical guide rods secured to each side of the door frame.

**Car Seal.** No. 887,187. (See cut.) Geo. Bryar, St. John, N. B., Canada, assignor of 2/3 to John White and 1/3 to Walter T. White, St. John. Secured to the side of a car is a base plate from which projects a slotted wall to provide an open-ended pocket containing sealing material. Securely embedded in the sealing material is a length of double wire looped thru a perforated lug.

**Elevating Apparatus.** No. 888,354. (See cut.) Louis G. Rohde and Henri J. Rohde, Paris, France. Two tubes are arranged side by side, each having inlet openings in its top with a sliding plate having curved sections fitting upon the tubes. Within the tubes are flexible sleeves provided with transverse slits and opposite the slits in the sleeves are notches on metallic tubes. The openings in the sliding plate register with openings in the tubes.

**Position Indicator for Grain Distributors.** No. 887,805. (See cut.) Harry B. Higgins, Minneapolis, Minn. The movement of the conveyor belt tripper opens and closes electrical circuits which indicate the position of the tripper over any grain bin by lighting a lamp at a distance from the tripper. The local contacts correspond to the several bins, and a co-operating movable contact is carried by the tripper.

**Grain Cleaning Apparatus.** No. 887,196. (See cut.) Millard F. Janney, Wheatland, and Julius Graham, Lincoln, Va. A spiral series of baffles are arranged within a chute comprised of superposed sections each having a closure. Screening mechanism is disposed within the upper or inlet end of the chute and an inclined screen constitutes the bottom of the chute thru which material is withdrawn by a suction device. The spiral baffles are made up of teeth projecting into the chute.

and forth movement of the grain across the hulling chamber, and is combined with means to vary the angle of inclination.

**Purifying Grain from Smut.** No. 888,105. (See cut.) Fred Mears, Minneapolis, Minn., assignor to Hygienic Refiner Co., Princeton, Minn. The grain is subjected to a gas composed of the compounds of nitrogen and oxygen by which the vegetable oil is extracted from the fungi and the remnant reduced to a powder like ash. To finish the process the gas treated grain is scoured to remove the ash. The letters patent are granted upon the process and not upon the mechanical device.

**Grain Separator.** No. 887,580. (See cut.) John L. Black and Leo Kipping, St. Louis, Mo., Black assignor to Kipping. The apparatus comprises a pair of inclined frames, a series of parallel wires arranged on each frame, adjusting means on each frame to maintain tension of the wires, means whereby the wires of the upper frame are vibrated and means whereby a blast of air is delivered between the wires of the lower frame adjacent the lower end thereof. The wires of the lower frame are closer together than the wires of the upper frame.

**Corn Grader.** No. 887,557. (See cut.) Wm. A. Werckle, Peoria, Ill. A stationary frame contains a movable frame. An inclined partition having one of its ends out-turned is secured directly to the inner face of one of the frame ends, the partition having upturned sides which provide guide flanges throughout its length. Below are a second and a third riddle. The sides of the frame are formed with inclined elongated slots which align with the space between each riddle and partition and are of the same length as the space and of a width to give access to the space.

Minneapolis millers failed in their recent attempt to get their winter wheat milling competitors to close the mills.



## Supreme Court Decisions

**Interstate Commerce.**—A shipment of freight from one point in the state to another point therein by way of a town outside the state, is Interstate shipment and is not governed by Revisal 1905, § 2632, imposing a penalty on a carrier for its failure to transport freight within a reasonable time.—*Shelby Ice & Fuel Co. v. Southern Ry. Co.* Supreme Court of North Carolina. 60 S. E. 723.

**Evidence of Condition of Rice Shipment.**—On an issue of the condition of rice purchased when delivered to the carrier, evidence that a few days before the shipment sellers had shipped purchaser rice out of the same bulk, which he had accepted without complaint, was improperly admitted.—*Bloom's Son Co. v. Haas.* St. Louis Court of Appeals, Missouri. 108 S. W. 1078.

**Holder of B/L Has Possession.**—A delivery of a B/L is a symbolic delivery of the property which it represents, and a holder of a B/L has constructive possession of the property, and may hold it against all persons acquiring liens subsequent to the transfer thereof.—*Third Nat. Bank of St. Louis v. Hayes.* Supreme Court of Tennessee. 108 S. W. 1060.

**Evidence of Condition of Rice on Shipment.**—On an issue of the condition of rice purchased when delivered to the carrier, evidence that at the same time the shipment was made sellers made shipments of rice to other purchasers out of the same rice in bulk, which were received without complaint, was wholly irrelevant.—*Bloom's Son Co. v. Haas.* St. Louis Court of Appeals, Missouri. 108 S. W. 1078.

**Statement Material to Bonding Company's Risk.**—A statement that an employee's accounts have been examined up to a certain date and found correct is material to the undertaking of an insurer of the fidelity of such employee, and, if false, whether intentionally or from honest mistake, the insurer is not liable on a contract made in part on his faith thereon.—*Gilden v. United States Fidelity & Guaranty Co.* Supreme Judicial Court of Massachusetts. 84 N. E. 143.

**Joint Rates.**—Where a thru freight rate included a rate for foreign ocean transportation, the fact that the proportion of the thru contract rate allowed for the carriage from the port of entry to destination was less than the rate scheduled for freight originating at such port of entry and carried to the same destination did not render the lesser rate necessarily unlawful as a violation of the interstate commerce act.—*Fisher v. Great Northern Ry. Co.* Supreme Court of Washington. 95 Pac. 77.

**Delay in Delivery of Machinery.**—Where a contract for the sale of machinery required it to be shipped on or about February 1st in a mixed car, and it was shipped by local freight about 40 days after the time specified, the burden of proving a waiver by the buyer of the terms of the contract, or legitimate excuse for its violation, was on the seller in an action by him to recover damages for the buyer's refusal to accept the machinery.—*Fountain City Drill Co. v. Lindquist.* Supreme Court of South Dakota. 114 N. W. 1098.

**State Taxation of Sales of Futures.**—The business of taking orders on commission for the purchase and sale of grain and cotton for future delivery, and transmitting them to other states, is not interstate commerce, so as to be exempt from state taxation, where, in those cases in which contracts for purchases for future delivery result in an actual delivery, the property is bought in the state to which the orders are transmitted, and there held for the purchaser, and in those cases in which there

is a delivery upon a contract of sale made by the broker, the seller is at liberty to acquire the property in the market where delivery is required or elsewhere.—*Ware & Ireland v. Mobile County, and State of Alabama.* Supreme Court of the United States. 28 Sup. Ct. Rep. 526.

**Liabilities as to Crop Mortgage.**—Where one tenant in common of a crop, whose duty it was to cultivate the crop, after placing a mortgage on his share, abandons the crop, his co-tenant may take possession and cultivate, gather, and prepare it for market, and defray all necessary expenses out of the share of the other tenant, but the balance of his share is subject to the mortgage and does not become the property of the co-tenant.—*Rogers v. Frazier Bros. & Co.* Court of Civil Appeals of Texas. 108 S. E. 727.

**Contract for Deliveries Thruout Month.**—Under a contract for deliveries of bran thruout a month, the seller could insist on delivery of part of the bran during the first half of the month, and by preventing this the buyer absolved the seller, pro tanto, from the performance of the contract. The seller was not bound to deliver after the expiration of the month and after the price had advanced, where the buyer prevented delivery during the early part of the month at the contract price.—*Townes v. Oklahoma Mill Co.* Supreme Court of Arkansas. 109 S. W. 548.

**Return of Excessive Margins.**—The return of excessive margins by an insolvent stockbroker to a customer does not constitute a preference, forbidden by the bankruptcy act of July 1, 1898, § 60a, as amended by the act of February 5, 1903, § 13, where the customer had demanded settlement, and, on the following day, the sum paid over was taken into account in the settlement before turning over to the customer stock belonging to him, according to the understanding of the parties.—*Richardson, Trustee of J. Francis Brown, v. J. M. Shaw.* Supreme Court of the United States. 28 Sup. Ct. Rep. 512.

**Authority of Carrier's Agent.**—Plaintiff shipped some goods over defendant's line, and persuaded the local agent to write on the B/L that the car was to be switched to a certain street at destination; the agent stating that the company had no switching facilities at that street and protesting against so billing the shipment. Held, that the agent had no authority to agree to bill the goods to that point, and plaintiff could not, under the circumstances, recover for the company's failure to deliver the goods as required by the B/L.—*Ill. Cent. R. Co. v. Swanson.* Supreme Court of Mississippi. 46 South. 83.

**Railroad Liability for Fire.**—A seedhouse was erected on defendant railroad's right of way under a contract binding the person erecting the same to save defendant harmless from damage arising from the occupancy of such person, whether the damage was caused by defendant's negligence or otherwise. Plaintiffs stored seed in the seedhouse, which was destroyed by fire from an engine of defendant. Held, that the fact that plaintiffs knew of the contract did not affect their right to recover. In this case the owners of cotton seed stored in a warehouse owned by another who had released the railroad brot the suit, tho they knew of the release, and were given judgment against the railroad in both the common pleas and the supreme court.—*Devlin v. Charleston & W. C. Ry. Co.* Supreme Court of South Carolina. 60 S. E. 1123.

**Transfer of B/L.**—On the arrival of two cars of rye T. H. Cheek & Co., of Chattanooga, Tenn., attached the grain on a claim growing out of a prior shipment by Young & Fresch Grain Co., St. Louis, of 6 cars corn. Young & Fresch had sold the Bs/L to Third Nat'l Bank, St. Louis, which brot replevin suit to recover the two cars of rye. The decision of the Chancery court of Hamilton County, Tenn., in favor of Cheek & Co. has now been reversed by the Supreme Court of Tennessee.

see, holding that where a consignor draws on his consignee for the price, and the draft, with the B/L attached, is indorsed to a buyer of the draft, a special property in the goods included in the B/L passes to the buyer, subject to be devested by the acceptance and payment of the draft, and on the refusal of the consignee to accept the title of the buyer becomes absolute.—108 S. W. 1060.

## Supply Trade

The Monarch Machine Co., Des Moines, Ia., has succeeded the Des Moines Gas Engine Co.

The Capital Construction Co., of Oklahoma City, Okla., has been succeeded by the Crushed Granite Co. Mr. J. A. Horn is no longer identified with it.

The anti-friction ball bearing Ear Corn Spout manufactured and sold by the Burrell Mfg. Co. is operated the same as any other turn head; the main feature of the spout being the ease with which it may be turned.

A neat folder illustrating and describing the Lennox Gas Engine has recently been printed for the Lennox Machine Co. The value of the engine from a mechanical view point, as well as a number of indorsements by those who use the engine make the circular very interesting.

The Hoepner Scale System has just issued bulletin No. 15 in which Hoepner scales are beautifully illustrated and carefully described. A two compartment automatic scale, and the scale lever with pivots and bearings is of especial interest to those who use or need automatic scales.

It is the lot of the wise man to be asked fool questions. In fact, the asking is an acknowledgment of the wisdom of the man of whom the inquiry is made. This being so, the man who asked William Jennings Bryan whether he really believed in advertising paid Mr. Bryan a compliment. It happened in Reading, Penn., this winter, and the modern Commoner indeed showed that he was a wise man by the reply he made. It was: "The fellow who tries to attract business without advertising is like the fellow who throws his sweetheart a silent kiss in the dark. He knows what he is doing—but nobody else does."

Advertising is a system of education. When you send a boy to school you do not complain that his time and your money have been wasted because he does not graduate the first month. You know that education is slow work. You know that the mind has to receive and assimilate many facts and that an education must be acquired little by little. It is the end that crowns the work. Do you view advertising in the same light? If you do not you are making a mistake. Before the great public will learn to buy your goods it must be educated, and education is slow work. Little by little you must impress upon people the facts with reference to your products. And little by little the public mind will come to understand what it is all about. The result will be sure, and the reward in proportion to the liberality of your educational campaign.

The rise of 10 cents per bushel in July wheat has thus far failed to attract the outside trade that usually comes into the market after a bull movement has progressed so far.



## Shippers Protest Against Rate Advance.

More than 50 commercial organizations from a score of states were represented at the conference May 15 called by the Illinois Manufacturers Ass'n at Chicago to protest against the proposed advance in freight rates.

So unanimously against the advance were the delegates that the conference quickly united on a plan of action. It was decided to call upon the railroads to submit the justice of the advance to the Interstate Commerce Commission before putting it into effect; and, failing in this, to appeal to the courts. In five cases on record the courts have enjoined rate increases.

Fred W. Upham, who presided, appointed a committee on resolutions on which the grain trade was well represented by A. Brandeis of Louisville, E. E. Williamson of Cincinnati; E. W. Seeds of Columbus, O.; E. L. Waggoner of St. Louis; E. M. Wayne, of Delavan, Ill., and E. M. Wasmuth of Roanoke, Ind.

Speaking for the railroads W. C. Brown vice pres. of the New York Central lines said: In the last 18 months, by reason of increased wages, enforced by the threat of a general strike, the pay rolls of the railroads of the United States have been increased approximately \$100,000,000 per annum. Becoming effective in the early months of the present year, legislation restricting the hours of labor of trainmen, enginemen, operators, signalmen, etc., has added approximately \$25,000,000 annually to this amount. By legislation passed by the last Congress, reducing the compensation paid the railroads for handling United States mail, something like \$10,500,000 per annum has been taken from the revenues of the railroads; and within the last thirty days the employers' liability act, which applies only to transportation companies, has been passed.

H. C. Barlow: The doctrine advanced by the railroads is certainly a new one and contrary to all established economies. It teaches us that when we want prosperity we should go to the railroads and ask them to increase their freight rates. If increased cost of a commodity stimulates the demand for it, then we certainly have a new condition. It is a strange fact that some of the railroads were unable to keep out of bankruptcy at a time when they had 9 per cent more traffic on their lines than they could handle. If we allow the railroads to increase rates and they should be earning, say 15 per cent in five years, then they will capitalize their earning capacity and when hard times come again they will ask for another raise in rates.

John M. Glenn: How will it better conditions for the railway employees if the railways do pay their present wages and we are forced to charge them increased prices for everything they buy? They would be better off with lower wages and lower prices.

The following resolutions were adopted: The shippers represented by this conference now propose to the carriers that the carriers submit to the Interstate Commerce Commission the propriety and reasonableness of the proposed increase, and that such increase be held in abeyance until that tribunal has heard the parties in interest and has passed upon the question. But the shippers object to the carriers putting into effect the increased rates and then leaving to future determination as to whether such increase is reasonable. That unless the carriers,

before the increased rates become effective, consent to the above proposed means of adjusting the issue this conference, thru a committee of action to be by it appointed, take prompt and decisive steps in the appropriate judicial tribunals in the territory to be affected by such increase to stop such action by injunction or otherwise. That this conference, through its chairman, appoint a committee of fifteen representative shippers, with full power and authority to carry these resolutions into effect, and with further power to add to their number and to reconvene and report to this conference from time to time, as the exigencies of the situation may require.

After the meeting W. C. Brown, speaking only for his own lines, said: The resolution calls for an effort to induce us to submit the whole question for decision as to the fairness of our position. That we are willing to do. The new rate does not go into effect until Sept. 1 and we are so confident of the justness of our contentions that we will submit them to whomever they select—President Roosevelt, the Interstate Commerce Commission or any one—and we will abide by the decision. I see no reason why this should not take place before the rate goes into effect Sept. 1. We will not bind ourselves to submit to any unreasonable delay during which we may not charge the increased rates.

## Reasonableness of the Demurrage Charge.

The decision of the New Jersey Circuit Court in October, 1907, against the Erie Railroad, which sought to collect \$200 demurrage from a shipper, the Wanaque Lumber Co., aroused great interest at the time, as the court in its instructions to the jury declared the charge of \$1 per day per car to be unreasonable. The shipper had introduced evidence that the carriers charged themselves only 20 cents per day for the use of cars.

The appeal taken at the time by the railroad company to the supreme court of the state, known as the Court of Errors and Appeals, has recently been decided by that court and in favor of the carrier, on the ground that the lower court erred in its instructions to the jury, so that the carrier may again bring suit.

Judge Parker of the Supreme Court said: "It was shown that the car service rules had been duly filed with the Interstate Commerce Commission, a copy of those rules was in evidence, from which it appeared that the charge of \$1 per car per day was prescribed as the demurrage or car service charge after 48 hours free time for unloading. Hence the question was not open in the trial court, the defendants' duty in the premises, if they considered the charge unreasonable, being to appeal to the Interstate Commerce Commission for its modification (Texas & Pacific R. R. Co. v. Abilene Cotton Oil Company, 204 U. S. 426, that body having jurisdiction of terminal charges as well as freight rates (Int. Com. Com. v. Chicago, etc., R. Co., 186 U. S. 320)). So that, under the authority of these federal decisions, the jury should have been instructed as matter of law that, as the cars in question had come from another state, the charge for demurrage must be regarded as reasonable in the absence of any adverse action of the commission."—69 Atl. 168.

The Grain Dealers Journal is a great help to me.—O. H. Rosenberger, agent R. F. Cummings Grain Co., Papineau, Ill.

## We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.



We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

**SYKES STEEL ROOFING CO., Chicago, Ill.**



## THE NEW ERA MAN LIFT



The original and only successful and reliable machine on the market. The very best money can buy.

**The NEW ERA is the Safe Kind**

More of these machines sold than all other warehouse elevators combined. This proves their worth. Time and Labor Savers.

**BUY ONLY THE NEW ERA.**

Write us for further information  
**Sidney Elevator Mfg. Co.**  
**SIDNEY, OHIO**

## Grain Dealers' Scale Tickets.

**BOOK NO. 51.**

This scale book contains 100 pages 8x11 1/2 inches. Each page contains 5 scale tickets and 5 stubs, giving the book a capacity of 500 loads of grain. Each scale ticket is ruled for Number, Date, Load of, From, To, Gross, Tare and Net pounds, Net bushels and pounds, Dollars and Cents. Due to or order and Weigher. While the stub is ruled for Hauler, Load of, Number, From, To, Weighted, Date, Gross, Tare and Net pounds, Net... bushels... pounds, Price, Dollars and Cents.

It is printed on manila paper bound in heavy board covers and pages are perforated so that tickets can be removed from book quickly and without tearing them.

Book No. 51, Price 75 cents. Address

**GRAIN DEALERS COMPANY**

255 La Salle Street. - Chicago, Ill.

## Vest Pocket Grain Tables

reduce any number of pounds from 10 to 100,000 to bushels. For all kinds of grain. Size 2 1/2 x 8 1/2 in. Printed in 2 colors. Price 50 Cents.

**GRAIN DEALERS JOURNAL.**  
**CHICAGO, ILL.**



**Insurance Field Men Organize.**

The inspectors and field men of the millers and grain dealers mutual fire insurance companies met in Chicago, May 12, and 13, for the purpose of discussing different hazardous features of risks covered by their companies and to help policy-holders to a reduction of the fire hazard and insurance cost. A permanent organization was effected, which will henceforth be known as the Field Men's Ass'n of the Mill and Elevator Mutual Fire Insurance Companies. F. H. Holt of the Millers National Ins. Co. was made Pres., J. J. Fitzgerald of the Grain Dealers National Mutual Fire Ins. Co. was made Vice-Pres., and Geo. E. Wilson of the Michigan Millers Mutual Fire Ins. Co. was made Sec'y-Treas.

Different subjects were discussed but the following speakers who had been assigned the several subjects designated led off:

Construction—Mr. T. M. VanHorn, Grain Dealers Mutual Fire Ins. Co.

Exposures and Sparks—Mr. J. A. Vincent, Indiana Millers Mutual Fire Ins. Co.

Cleanliness—Mr. Geo. D. Giles, Northwestern Agency.

Wheat Cleaners—Mr. Geo. E. Wilson, Mich. Millers Mutual Fire Ins. Co.

Fuel Hazards—Mr. Rolla Watson, Millers Mutual Fire Ins. Co., Alton, Ill.

Lightning—Mr. C. R. McCotter, Grain Dealers Mutual Fire Ins. Co.

Electric Current—Mr. J. C. Adderly, Millers National Ins. Co.

Shuck Shellers—Mr. E. P. Jones, Southwestern Agency.

Such meetings are sure to bring about more careful work on the part of the in-

spectors and a permanent reduction in the hazardous features of flour mills and grain elevators.

**Importations of Argentine Oats by the Quaker Oats Co.**

The first shipment of oats ever made from the Argentine to America arrived recently at New York by steamer from Buenos Aires. The shipment consisted of 75,000 bus. consigned to the Quaker Oats Co. to be ground into oatmeal at the mills of that company at Akron, O.

The duty on the oats is 15 cents per bu.; but since the Argentine product can be landed at New York for 38 cents per bu. there is a considerable saving after adding the cost of transportation from New York to the mills at Akron, where the company is grinding all of the oats imported.

None of the Argentine oats are being shipped to the company's mills in Canada, where the crop is abundant, tho too costly to ship into the United States over the duty. The company will export the meal and the hulls, and thereby obtain the drawback of 99 per cent of the duty paid on importation, saving about 15 cents per bu.

J. C. Murray of the grain department of the Quaker Oats Co. states that almost the entire Argentine oats crop is for export, as the domestic consumption is inconsiderable. The crop last year was about double that of 1906 and 8,000,000 to 10,000,000 bus. has been exported to Europe. Mr. Murray believes as much more remains to come forward. The Argentine oats are of very good quality and it is expected that more of them will be imported.

**Meeting of Grain Dealers Mutual Insurance Inspectors.**

A very interesting and profitable meeting of the inspectors and directors of the Grain Dealers National Mutual Fire Insurance Co. was held in Indianapolis, May 15, and excellent papers presented by J. J. Fitzgerald and W. H. Sloan of the Kansas City office of the company, by T. M. VanHorn and C. B. Sinnex, who travel Illinois and Indiana, by C. R. McCotter, who covers Minnesota and South Dakota, by H. W. Donnan who covers Iowa and Nebraska, and C. O. Peters who looks after the interests of the company in Ohio. The best and most effective means of reducing fire hazards and cost of insurance to policy-holders in the company was discussed by each of the inspectors, who gave special attention to the conditions existing in his territory.

The inspectors were given the additional advantage of discussions by men from other companies on hazardous features of elevator construction existing in other territory. Among the representatives of other companies in attendance were J. T. Caldwell, General Inspector of the Millers National Insurance Co., E. E. Perry, Sec'y of the Indiana Millers Mutual Fire Insurance Co., Mr. Timberlake of the Inspection Bureau, Dean K. Webster, Pres. New England Grain Dealers Mutual Fire Insurance Co., John Hoffa of the Pennsylvania Millers Mutual, and I. N. Just, Pacific Coast representative of the Millers National Insurance Co.

The meeting was a success in every respect and should result in the inspectors helping policy-holders to save many properties during the coming year.

# MILLERS' NATIONAL INSURANCE CO.

**CHARTERED 1865**

**E**LEVATOR owners who are looking for cheap and safe insurance should read carefully the following; The thirty-second annual report to policy holders of the Millers' National Insurance Co., as compared with any other year, is one of the most satisfactory ever presented, which is saying much of a company which has been as successful as this one.

With a large increase in business, the losses were less than in 1906, permitting an assessment of only  $6\frac{1}{2}$  per cent for the year, or only  $32\frac{1}{2}$  per cent of the annual rate, equal to a  $67\frac{1}{2}$  per cent saving on the basis of a cash premium for the rate charged. The total CASH assets of the company are \$1,357,583.18, and the total liabilities are \$474,477.91, leaving a net cash surplus of \$883,105.27. Risks in force Dec. 31, 1907, \$40,340,770.96 an increase during 1907 of \$4,477,949.99. Losses paid since organization, \$5,624,753.10.

**ADDRESS**

# MILLERS' NATIONAL INSURANCE CO.

**No. 205 La Salle Street, CHICAGO, ILLINOIS****OR NEAREST AGENCY MANAGER**

CHAS. H. RIDGWAY, Kansas City, Mo., Southwestern Agency  
I. N. JUST, Seattle, Washington, Pacific Coast Agency  
H. M. GILES, Minneapolis, Minn., Northwestern Agency



# Fire Insurance Companies

ORGANIZED 1883

## The Western Millers Mutual Fire Insurance Company

CHAS. H. RIDGWAY, Secretary

SAFE INDEMNITY

Flour Mills, Elevators, Warehouses and  
contents,

## Gold Bricks of Speculation

By John Hill, Jr.

A 500 page book, copiously illustrated, exposing market prognosticators, bucket shops and get-rich-quick schemes, and their methods of swindling the unposted public. It has received much favorable comment from the press throughout the country and should be read by all who are desirous of avoiding throwing their money into the laps of fakers. Mr. Hill has handled the matter without gloves and gives the names of many of the illegitimate concerns. It enables the reader to distinguish between legitimate speculation and gambling and is worth its price many times over. Price, postpaid, \$2.18.

### GRAIN DEALERS JOURNAL

255 LaSalle St.,

Chicago, Ill.

## Millers Mutual Fire Insurance Association of Illinois

ALTON :: ILLINOIS

Wrote \$9,897,311.23 Insurance last year  
Paid \$116,523.11 in losses last year  
Added \$20,545.96 to surp us last year  
Assessed only 40% of basis rates last year

If you want the best of Insurance  
at the lowest cost, write to us.

Insurance in force - \$13,551,441.39  
Face value of notes - 1,701,351.60  
Cash Assets - - - 336,038.85

GEO. POSTEL, Prest.  
A. R. McKINNEY, Sec.

Chicago Agent:  
M. W. FUGIT, 740 National Life Building.

## THE OLD RELIABLE



ORGANIZED  
1881

INSURES ELEVATORS  
AND GRAIN

PERMANENT OR  
SHORT TERM POLICIES

## Build an Elevator



substantially, according to the latest ideas of experienced grain men and elevator builders and be the gainer in several ways.

Depreciation from age and wear will be less, economy of operation will be larger and cost of insurance will be lower. Any possible small per cent increase in cost will be a large per cent return on the investment.

The best elevators are planned by skilled builders. The profitable elevators are operated by experienced grainmen. The best insurance protection is with a company composed of and devoted to the grain dealers. A well built, profitable elevator means a low cost insurance with the



When planning to build or remodel write for a copy of rate specifications and instructions.

Address—

C. A. McCOTTER, Secretary.

## Mill Owners' Mutual Fire Insurance Co.

Des Moines, Iowa

Organized 1875

INSURES MILLS, ELEVATORS,  
WAREHOUSES and CONTENTS

Net Cash Assets	- - - - -	\$ 266,243.81
Losses Paid	- - - - -	1,339,403.60
Saved to Policy Holders	- - - - -	1,752,149.12

J. G. SHARP, Secretary

ESTABLISHED 1889

## Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual

E. E. PERRY, Secretary

## Grain Shippers' Mutual Fire Insurance Association

IDA GROVE - - IOWA

Risks in force	\$6,927,000.00	Dividends on the basis of
Admitted assets, Dec. 30, 1907	50,197.76	80% cost.
Total liabilities	4,735.00	We write Fire, Lightning
Net assets, Dec. 30, 1907	\$45,462.76	and Tornado Insurance for
		the Grain Trade.

F. D. BABCOCK, Secretary

## ELEVATORS WANTED

To get in direct communication with would-be buyers of grain elevators reply to ads in the "Elevators Wanted" columns of the GRAIN DEALERS JOURNAL.



## STRENGTH IN EVERY FIBRE



Where hard work is to be done—where safety is a factor—where economy is considered—there our Ajax Rope should be used. Ajax is the finest Rope made—no exceptions.

**H. Channon Company.**

**Chicago.**

Our Catalog No. 33 is invaluable to Grain Dealers. If you have not received a copy, write for one. A small, inexpensive car pulling Engine will be found listed on page 21.

## Webster Machinery

**For Grain Elevators  
And Flour Mills**



**Spiral and Belt Conveyors  
"Acme" Elevator Buckets  
Chain Belting  
Friction Clutches  
Shafting, Pulleys, Hangers**

**Webster M'f'g Co.**

1075-1111 West 15th St., CHICAGO

EASTERN BRANCHES:

88-90 Reade St., New York

Pennsylvania Bldg., Philadelphia

H. L. DAY, President

F. H. DAY, Vice President

WM. M. DAY, Treasurer and Manager

## THE DAY COMPANY

Successor to  
H. L. DAY

Sole Manufacturer of DAY'S Patented Dust Collectors and Fuel Feeders; also manufacturer of Dust Collecting Systems.

Sole manufacturer of Bryant Automatic Oil Filters.

If you need a Dust Collecting System, a re-arrangement of your old Dust System, or an Exhauster Fan, write us.

**THE DAY COMPANY, 1118-1126 Yale Place  
MINNEAPOLIS, MINNESOTA**

## We Want Consignments You Want Satisfaction

TRY US!

**Northwestern Elevator & Grain Co., Peoria, Ill.**

**FORWARD ALWAYS  
NEVER BACKWARD**

## The Evans Motor Attachment

Your elevator legs must run if the motors are equipped with

"The great profanity saver"

Send for circular.

SCOTT F. EVANS, Minneapolis, U. S. A.

## "WELLER MADE"



MEANS

## "WELL MADE"

Everything in the machinery line  
for Grain Elevator and Mill.

**WELLER MFG. CO.,**

**Chicago, Ill.**

Write for Catalog and Discount Sheet.